Commerce Today
AUGUST 18, 1975

EDA: Feeding the Economic Recovery

FROM THE SECRETARY

The High Cost Of Regulation

This column is written by Under Secretary of Commerce James A. Baker, III.

When vandals broke into a Dallas, Texas, paint factory one night last October, they opened a valve that discharged 38,500 gallons of paint, 8,000 of which contaminated a nearby waterway despite extensive cleanup efforts. The plant owner notified the Environmental Protection Agency and the Texas Water Quality Control Board of the spill. Months later the firm was startled to learn from the Coast Guard that it faced the prospect of a $2,500 fine for polluting the waterway.

The incident still rankles the company. Last month, the president of the firm wrote to Commerce's Ombudsman for Business after receiving a copy of the Department's report on "The Cost of Crimes Against Business," stating angrily: "My personal feeling is that major crimes against business are being perpetrated daily by the Federal Government itself, reducing their profits, increasing prices and driving companies out of business. These crimes are in the form of restrictive regulations and burdensome reporting by EPA, EEOC, OSHA, CPSC and DOT, just to name a few."

This is becoming a familiar litany in complaints against the alphabet agencies of government, not only in business circles but throughout society. In the case cited above, no one would argue the need to protect water, air and other precious resources from abuse. But it does appear that there was a bureaucratic reflex action taken in assessing a penalty without any thought given to the extenuating circumstances.

Although there are no precise figures available, the President's Council of Economic Advisors estimates that the costs of regulatory entanglements may range up to 1 percent of the gross national product, or approximately $15 billion. It may be much more. Whatever the cost, it is a cost of doing business that is often of necessity passed on to the consumer—the intended beneficiary of the regulations.

Natural gas price regulation is the most cited example of misdirected federal regulation. The government, by setting since 1954 an artificially low price on gas, not only has dealt a severe blow to the coal industry, but has aggravated our national shortage of natural gas. In the 1954 to 1971 period, coal use grew merely 27 percent while oil consumption increased 89 percent and gas use soared 166 percent—largely because coal, which we now look to as a principal resource for easing the energy crunch—could not compete with cheap gas. The maintenance of gas prices at artificially low levels has resulted in serious shortages in the interstate market. Obviously, no producer having risked the substantial investment required in order to drill and complete a natural gas well is going to sell production from that well at the 50 cents per thousand cubic feet price presently allowed by the Federal Power Commission in the interstate market, when the same gas can be sold for use intrastate for roughly $2 per thousand cubic feet.

To label government regulations "crimes" is extreme rhetoric, although to many businesses the end result may seem the same.

As with restrictive regulations, burdensome reporting requirements present substantial problems to business today. Many of the most highly trained and qualified employees of companies find themselves bogged down in completing all manner of forms and reports and responding to many requests for data from various governmental agencies and authorities. Many of these reports are unquestionably in response to a legitimate governmental need. Others, however, are unnecessary in that they frequently overlap and conflict with each other. Often, state, local and federal agencies require the same data regarding a company's operations, with three reports required where it would seem that one would suffice. Sometimes, the Federal Government itself will require duplicative reporting.

President Ford has ordered a White House task force to develop a series of proposals he could make to Congress to deal with obsolete and unnecessary regulations and reporting requirements. He said in an address that ". . . the best way to begin in our efforts is to improve the government we have, not . . . enlarge it.

"I do not believe a bigger government is necessarily a better government. Please never forget: A government big enough to give us everything we want is a government big enough to take from us everything we have."

James A. Baker III

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COVER: *Under new authority, Commerce's Economic Development Administration has a bigger piece of the pie with which to make grants more quickly for projects ranging from American Indian aquaculture enterprises to street improvements for small communities, including waterlines, industrial parks, airports and recreational facilities. Such grants are expected to lure industry to areas needing economic stimulation and thus help assist the nation's recovery from recession.* *Story begins on page 5.*

Total Employment Increases Moderately, But Declines Persist In Some Industries

Economic Highlights is prepared by James L. Pate, Assistant Secretary of Commerce for Economic Affairs.

Overall employment has improved moderately in recent months and unemployment has shown a tentative downward movement, but the situation varies widely among industries. While the effects of the recession are still severe, prospects are brightening, even in those industries in which employment is still declining. In the highly important manufacturing sector, hours of work are now recovering, the layoff rate has fallen, and new hires are on the rise. With new jobs now easier to find, the quit rate has also turned upward. These developments foreshadow gains in employment.

The precise amount of increase in nonfarm employment in recent months is uncertain, since the estimate derived from the household survey is substantially larger than that from the establishment series. Since March, when the steep decline ended in both series, the household estimate of nonfarm wage and salary employment has increased by 750,000, while the estimate from establishment payrolls has risen by only 125,000, if workers on strike are included. No definite reasons can be cited for the discrepancy. Although the two series agree quite well on the average over long periods, they occasionally show decided differences over brief time spans. The payroll series is probably somewhat more precise in the shortrun and, in this instance, the payroll series appears to be more in harmony with other general indicators of activity, such as the industrial production index.

In July, the unemployment rate, which is based on the household data, was 8.4 percent, one-half point less than the second quarter average, which was the postwar peak. Since the household employment series seems to have recorded more improvement than actually occurred, there could be an upward adjustment in the unemployment rate in the next month or two. However, unemployment insurance claims are also indicating some lessening of unemployment. Weekly claims filed under the regular state programs fell by 300,000 or 8 percent from mid-May to mid-July, although normally there is little change at this season.

Employment trends by industry show the cross currents in the economy. Nearly all of the recovery in employment so far has come in consumer goods and services. Declines have continued in capital goods and primary metals, although the rate of decline has slowed recently. Employment in industries manufacturing industrial materials, supplies, and components, such as paper, chemicals, fabricated metals, and building materials, has also continued to decline somewhat; the only significant increase has occurred in lumber, now responding to the revival in single-family housing. Construction employment has been about steady since March, with the housing recovery offset by further declines in other construction.

Within the consumer industries, the employment rebound has been especially marked in soft goods and retail trade. From March to July, the number of jobs in textiles and apparel increased 115,000 or nearly 6 percent, and retail trade 135,000. Retail buying has revived much more in soft goods than in furniture and appliances, which ordinarily involve installment payments. But consumers' confidence in their future incomes is now rising again; consumer installment credit outstanding increased moderately in June, after an unusually prolonged and severe decline.

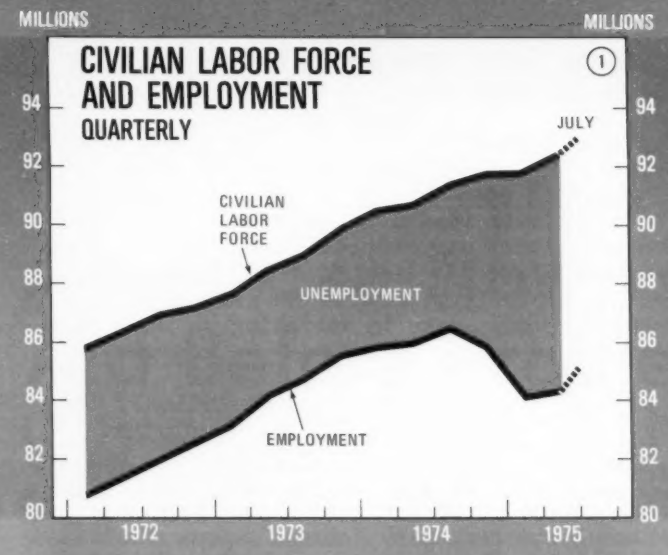
Past experience suggests that the decline in capital goods employment could continue for at least a few more months. In the 1958 recession, the trough came in April, but employment in nonelectrical machinery—the most typical capital goods industry—did not begin a significant recovery until late in the year. Similarly, in 1961 and in 1970-71, the upturn in machinery did not begin until six to eight months after the trough.

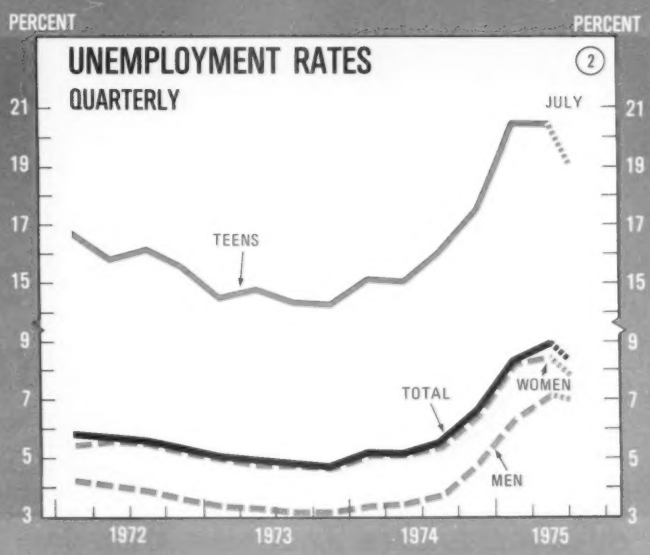
The varying trends in employment by industry in recent months have been reflected to a degree in the pattern of declines in unemployment. The unemployment rate for adult women, at 7.9 percent in July, was about one-half percent less than the second quarter average, while the rate for adult men, at 7.0 percent, scarcely declined at all. This difference reflects the employment gains in industries which employ large numbers of women—apparel, textiles, trade—in contrast to the declines in heavy industries where men predominate.

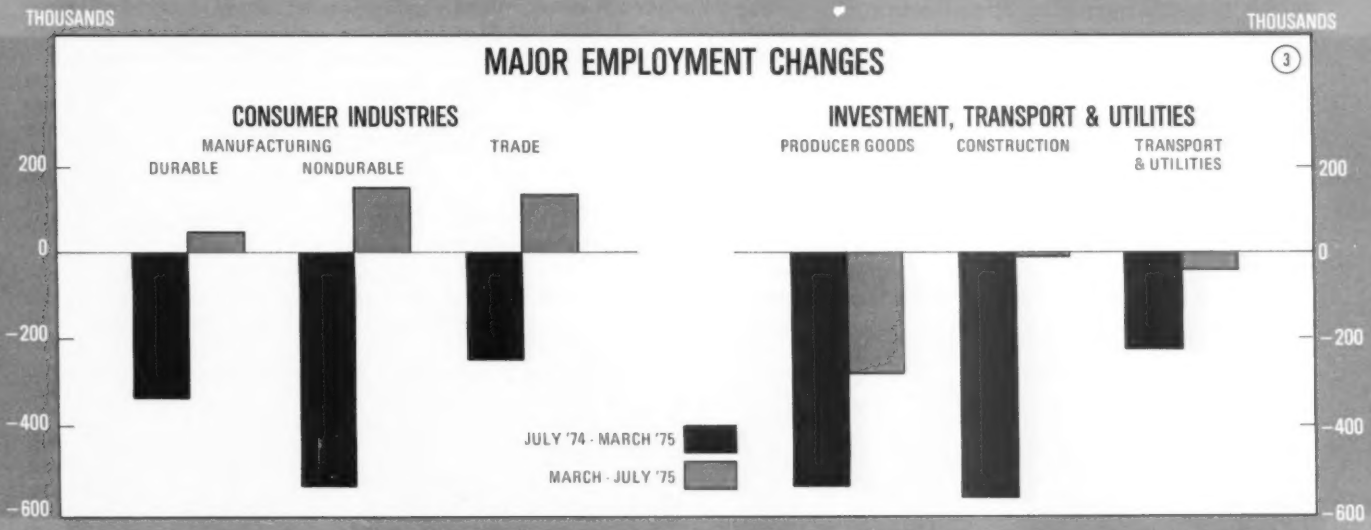
All of the decline in unemployment since spring has occurred in short and medium term unemployment—less than 15 weeks—while unemployment of 15 weeks and over has continued upward, rising about half a million from April to July. The drop in unemployment of 5 to 14 weeks' duration has been unusually sharp, and probably reflects the fact that new layoffs began to decline after March; by July, workers laid off in March or earlier would have been unemployed for 15 weeks or more.

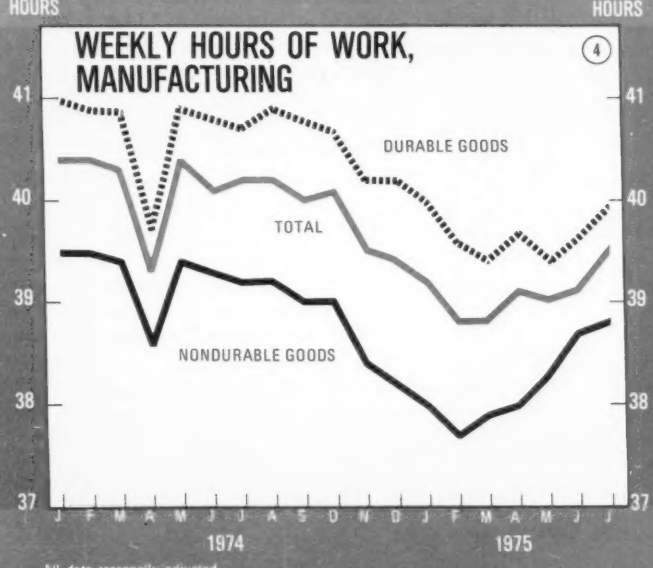
The average workweek in manufacturing—a fairly sensitive leading indicator of employment trends—rose about three quarters of an hour between March and July, to 39.5 hours. This was still an exceptionally low level, however. The recovery in nondurable goods was nearly one hour, mainly reflecting very sharp rebounds in textiles, apparel, and leather. In durables, the rise was only half an hour, with gains mainly in consumer goods lines and building materials. Since last May, hours in most of the remaining industries have also shown a moderate increase.

With the upturn in employment, the growth in the labor force has also accelerated. Although it is widely believed that when the head of the household loses his job, other household members begin seeking work—thereby enlarging the growth of the labor force—the data do not support this thesis in the present recession. As panel 1 of the chart shows, labor force growth virtually halted in the first quarter of this year, when the employment decline was steepest. The labor force of women 20 years and over increased by only 300,000 between the third quarter of 1974 and the first quarter of 1975, or less than half the average rate of increase in the year preceding. Thus, labor force growth seems to be governed more by the availability of jobs than by the need to work.

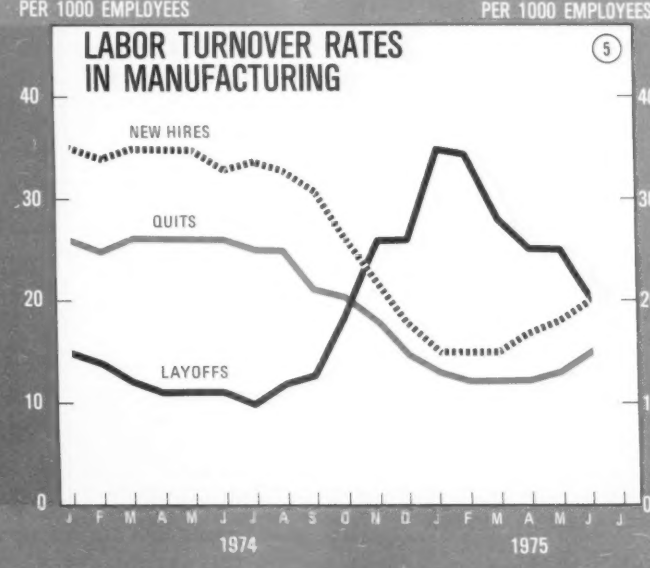








All data seasonally adjusted



Newsmemo

A pioneer U.S. industrialist's life is the focus of the largest single British exhibit noting the American Bicentennial. The Camphill, Northern Ireland, homestead that Thomas Mellon left in 1818 is being reconstructed in period detail. Near it is a log cabin typical of that built by the Mellons on arrival in western Pennsylvania and other exhibits that convey the frontier atmosphere. Contemporary building techniques have been used in completing the exhibit, even to the dressing of the timber by adze, a difficult tool to work with.

Recent discoveries raise questions as to which of the apparently harmless chemicals in our present day environment may prove to be health hazards. Until advances occur in measurement science, however, many chemical relationships will remain obscure. The goal of a planned national environmental specimen bank, sponsored by the Environmental Protection Agency, would be to sample and store a variety of specimens from human, animal and plant tissues and sediments, airborne particles, and water. These specimens would be preserved for analysis with improved, future measurement techniques. Tiny or "trace" amounts of substances not now detectable could later be studied for their impact on human health and monitored to provide better understanding of the environment through access to the past.

"SE" on a company letterhead—"Southeast?" No, "Societe Europeenne," (French for European company). A proposal to add a new suffix to the list that has "Inc.," "Ltd.," "GmbH," "AG" and others is being considered within the Common Market. The plan would give firms doing business in at least two Market countries—including American subsidiaries—the option of registering as a SE. It offers no immediate tax advantages, but would give companies the assurance of freedom from frequent and often unpredictable changes in national law that can scramble investment plans. At the same time, it would provide workers with major representation on company boards, a concept more familiar to Europeans than to American executives.

The many shapes and sizes of packages sold in supermarkets require a wide variety of shipping containers, which in turn create inefficient use of shipping and warehousing space. And the situation is getting worse—between 1969 and 1974 the number of items carried by the average supermarket jumped from 8,000 to 8,948. The retail food industry is studying the benefits of a switch to standardized containers, particularly in regard to increased productivity and reduced damage to merchandise. Any large scale changeover would probably be tied to the changes the industry must make in switching to the metric system.

At their recent meeting in New Orleans, the nation's governors rejected a resolution which would have supported a national ban on non-returnable beverage containers. Introduced by Oregon's Gov. Robert W. Straub and backed by Vermont's Gov. Thomas P. Salmon, the resolution was rejected by a 26-9 vote. Various types of such legislation are being considered by several states, but only Oregon, South Dakota and Vermont have passed such measures into law. Several bills to promote the gradual phaseout of non-returnables are currently pending in Congress.

The U.S. Supreme Court recently declined to hear an appeal by Procter and Gamble and the FMC Corporation seeking to reverse a Circuit Court of Appeals decision upholding Chicago's ban on phosphate detergents. This should boost efforts to develop detergent-phosphate replacements, as there is evidence of improved water quality in areas where phosphates have been banned or restricted. In recent years scores of phosphate substitutes have been tried. To date, all but liquid forms of citrates have failed to make the grade.

More and more manufacturers are waking up each day to find that their competition has gone metric. One metal cutting toolmaker, Regal-Beloit, has expanded its offerings of stock metric sizes to the point where it has issued an all-metric catalog. Heavy sales volume has helped cut the premium prices paid for metric metal-cutting tools, and they are now only about 15 percent more expensive than their inch-scale counterparts. The differential is expected to drop to 10 percent in the new fall catalogs.

The United Auto Workers recently announced the establishment of a new department, the National Engineers and Professional Association, charged with servicing and organizing corporation-employed professionals. This new department will operate separately from the UAW's Technical Office and Professional Department.

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Areas Can Now Get Economic Aid Before Problems Take Root

Commerce's Economic Development Administration no longer has to wait until an area is certified as economically distressed before rushing in with help. Now, when there is good reason to suspect that an area has suffered an economic body-blow, EDA can act to counteract its ill-effects before they become widespread.

The State of Rhode Island has received an EDA grant of $8,250,000 to help carry out an extensive economic development program intended to create jobs on Aquidneck Island to offset the effect of dislocations and high unemployment following upon closings and cutbacks of U.S. naval installations.

The grant was made under a provision of law enacted last fall which authorizes the agency to meet specific needs arising from threatened or actual unemployment resulting from actions of the Federal Government and changes in economic conditions.

The authorizing power, embodied in a new Title IX of the Public Works and Economic Development Act, signals a new direction for the EDA and an expansion of its operations. Previously, the EDA program was limited to areas already affected by problems of low family income, persistent and substantial unemployment, or sudden increases in unemployment. Under the new authority, federal financial aid can be provided before the fact for areas facing major structural changes in their economies, such as the closing of a military base.

Already approved 50

Up to the present, EDA has approved grants of more than $38 million for 50 projects under Title IX, a number of them to offset the impact of job losses due to the closing of military installations and defense cutbacks.

All this is in addition to the regular EDA program, which has resulted in the disbursement of funds for more than 8,200 projects in all parts of the nation during the 10 years of the agency's existence. During this period EDA has approved about $2.4 billion for these projects.

The projects run the gamut from aquaculture enterprises for Indians to street improvements for small communities, and include waterlines and systems, industrial parks, airports, access roads, recreational facilities, and numerous others. A great many of the projects are for water system improvements and industrial parks.

In this way, EDA has given a bright new look to hundreds of communities and improved their facilities and services to make them more attractive to industry. The result has been industries moving in and providing jobs, checking migration of people from their home communities and in many cases inducing people who had moved out to come back. The projects have originated locally, and often are partially funded locally, and thus there has been a consistent partnership chain in which the Federal Government provides funds to help communities help themselves.

Qualification for EDA assistance is related to high unemployment or low family income. EDA has a multi-county district program whose purpose is to encourage adjacent jurisdictions to work together to overcome regional problems that hamper growth. At present, there are 165 Economic Development Districts operating in 40 states, of which 151 have overall economic development programs approved and officially designated by EDA. The 165 districts contain 1,277 counties, 932 redevelopment areas, and 279 growth centers. The district program unites economically lagging areas with others having generally strong economies and potential growth. The growth centers,

MEET THE BOSS—*Wilmer D. Mizell (right), Assistant Secretary of Commerce for Economic Development, greets one of the "owners" of South Bend Lathe Inc. An EDA grant helped an employee stock trust buy the firm and keep it going, saving an estimated 500 jobs.*

which are eligible for the full range of EDA benefits, are actual or potential job producers.

The Title IX grant for Rhode Island is intended to help restore jobs to the communities of Newport, Middletown, and Portsmouth, and to serve as a foundation for diversified, long-range economic growth based on ocean-oriented industry.

Rhode Island will use the grant to help establish a shipbuilding and repair facility at Coddington Cove, develop a warehouse and shop area at adjacent Anchorage, and restore a rail spur from Portsmouth to Coddington Cove.

State officials say the Aquidneck Island economic aid program could create 800 jobs during its first two years and peak at 3,000 jobs after seven years.

Officials explain that the Coddington Cove facility, supported by oceanography programs of the University of Rhode Island, will enable Rhode Island to participate in expected growth in connection with the development of ocean resources.

Rhode Island will lease the shipyard and repair facility and the supporting warehouse and shop area to private operators. It will use proceeds from rent payments to retire obligations due on the land and to provide capital for a special fund for future economic improvement activities. The state will provide $3,200,000 to complete the $11,450,000 total cost of the Aquidneck Island program.

Other EDA Title IX grants to cushion the impact of military installation closings and defense cutbacks include:

• Three million dollars to be used by the Southern Mississippi Planning and Development District to help build a convention center and thus create jobs at Biloxi, Mississippi.

District officials report that sharp cutbacks in employment by the National Aeronautics and Space Administration (NASA) and anticipated reductions at Keesler Air Force Base are causing major economic dislocations in the area.

The Mississippi Coast Coliseum Commission has been established to build and operate the convention center at Biloxi. Officials expect the facility to boost year-round tourism on the Gulf Coast and help restore tourist-related income and jobs lost when Hurricane Camille struck the area in 1969.

The coliseum will be located near the intersection of Beauvoir Road and U.S. 90. The Mississippi Coliseum Commission will provide $3,059,297 to complete the total cost of the project.

• Two million eight hundred sixty eight thousand seven hundred and fifty dollars to be used by the Florida Keys Aqueduct Authority, with offices in Key West, to expand and improve the water-transmission system along the 130-mile route from the mainland to Key West and to increase the water supply.

Secretary of Commerce Rogers C. B. Morton said, in approving the project, that the loss of jobs resulting from the closing of the U.S. Naval Station at Key West has been aggravated by a moratorium on new home construction due to a limited supply of fresh water.

The project includes construction of a treatment plant, relocation of existing water storage reservoirs, modifications to desalination and pumping stations and to chlorination equipment, refurbishing existing water mains in Key West, replacement of existing galvanized pipe and replacement of the transmission main on the Bahia Honda Bridge.

The improvements are expected to permit the hook-ups of additional homes to the system. A renewal of home construction will enable workers to return to their jobs.

The Florida Keys Aqueduct Authority will provide $956,250 to complete the $3,825,000 total cost of the improvements.

• Two million ninety thousand dollars to Bridgeport, Connecticut, to help reduce high unemployment caused by cutbacks in defense production and the closing of several plants.

The city will use the grant to help develop the Boston Avenue Industrial Park. The project involves acquiring property, demolishing and renovating buildings, installing water and sewer lines, and building streets and parking lots.

Bridgeport officials anticipate that the revitalized industrial property will encourage existing firms to remain in the area, and enable those operating in old facilities to move to new quarters and expand.

The city of Bridgeport will provide $2,825,000 to complete the $4,915,000 total cost of the project.

Creating The Climate

Secretary Morton summed up the Economic Development Administration's mission in a July 23 talk to an EDA staff conference:

"In short, you help to create the climate and the conditions under which private enterprise can provide jobs and increased income. That is what the private sector can do best—and always has throughout our 200-year history. And you are performing what should be the role of the Federal Government—assisting, providing guidance and the catalyst of seed money. After that, just stand back and watch local people and businesses do for themselves, as Americans traditionally have done."

• One million three hundred seventy thousand dollars to help convert the former Air Force Base at Laredo, Texas, into an industrial park. The former base is owned by the city of Laredo, whose officials report that more than 2,100 jobs were lost when the air base closed.

The project includes improvements to the base's water and sewer systems, access roads and utility systems to make the facility attractive to large industrial firms. The EDA grant will pay the entire cost of the project.

• Eight hundred fifty thousand dollars for an economic improvement program in Henryetta, Okmulgee, and McAlester, Oklahoma, three communities along the Indian National Turnpike.

Officials of the Indian Nation communities report economic dislocations and high unemployment relating to the closing of glass manufacturing plants and sharp cutbacks in employment at the U.S. Naval Ammunition Depot at McAlester.

The EDA grant will be used to help the communities prepare plans for economic adjustment.

• Two hundred forty nine thousand three hundred seventy-six dollars will help plan the reuse of the Fort MacArthur Military Reservation and to prepare an overall economic development program to create jobs in the harbor area of Los Angeles.

Los Angeles officials report that the scheduled closing of Fort MacArthur by the Department of Defense will result in the loss of about 2,800 jobs and that the anticipated move to San Diego by Van Camp Seafoods will cost an additional 2,000 tuna cannery jobs.

EDA is making a $99,683 grant and the City of Los Angeles is providing $57,041 toward the Fort MacArthur project. The program to help overcome losses associated with the closing of the tuna factory will cost $220,333, with EDA providing $149,693 and the city $70,640.

• One hundred twenty thousand dollars to be used by New York's Mohawk Valley Economic Development District to help expand its staff to plan the expansion of agri-business and industrial development related to increased international cargo operations in the region.

The District said loss of jobs because of cutbacks by the military and the threat of further job losses, especially in the military sector, threaten the Rome-Utica area with major economic dislocations.

The District will provide $40,000 to complete the program's $160,000 cost.

Aside from grants to cushion the effect of military closings and cutbacks, EDA grants under Title IX have been made to offset economic dislocations caused by a wide variety of other reasons. Some of them follow:

• Five million dollars to help an employee stock ownership trust purchase a metal-working plant and save 500 jobs in South Bend, Indiana. The grant will enable South Bend to extend a 25-year, 3 percent loan to an employee stock ownership trust for the purchase of the South Bend Lathe Company Division of Amsted Industries.

The trust will use the loan, and an additional $5,150,000 from private lenders, to purchase the inventory and fixed assets of the plant. It will form a new corporation, South Bend Lathe, Inc., that will own and operate the plant.

The city says that high unemployment in the South Bend area is related to cutbacks in the tool-making and plastics industries.

Amsted Industries, a Chicago-based firm, is in the process of divesting itself of South Bend Lathe. Alternatives to employee purchase of the facility include selling the plant to liquidators interested in closing the operation and selling the assets, according to city officials.

• Three million five hundred thousand dollars to the State of Washington to conduct an economic adjustment program for commercial salmon fishermen. Declining salmon runs combined with a court decision on fishing rights threaten the solvency of about 300 boat owners and the jobs of more than 500 fishermen, the Office of Washington Governor Daniel J. Evans explains.

The economic assistance for the fishermen will include: a gear-reduction program through which the state will purchase excess boats, gear, licenses, and permits, a revolving loan fund to help remaining fishermen become more productive; and a retraining program for those facing permanent or long-term displacement from the fishing industry.

• Two million dollars to Taylor County, West Virginia, to enable the county to make a working capital loan of that amount to the Fourco Glass Company so that it can complete its Jerry Run Division glass facility, which is expected to employ 400 persons.

The firm says the loan will enable it to participate in the expected rise in the demand for glass by the construction and automobile industries. The loan will be repayable in 20 years at an annual interest rate of 6 percent. Taylor County will use the proceeds for other economic development projects.

County officials anticipate that employment at the Jerry Run plant will curb the rising unemployment rate due to large-scale layoffs, which they say have pushed the local unemployment rate to 17 percent.

• Five hundred eighty one thousand one hundred dollars for the Department of Natural Resources of the State of Maryland to continue a program to restore the Chesapeake Bay oyster harvest to the level prevailing before Tropical Storm Agnes caused extensive damage to the Bay's oyster beds in 1972.

The program will include planting oyster shell in seed areas. In the spring, the oysters will be moved to natural oyster beds in the upper bay to help restore the stock.

• Two hundred fifty thousand dollars to the City of Newport, Rhode Island, to establish a low-interest loan program for Newport-based lobstermen who lost their equipment during a January 26, 1975, weekend incident involving Russian fishing trawlers. The loss of the fishing gear has cost the city approximately 60 jobs, 50 fishermen and 10 at the Aquidneck Shellfish Company, a distributor.

The Newport lobstermen have filed claims before the U.S.-U.S.S.R. Fisheries Claims Board over the loss of their equipment. Should they receive a favorable ruling, they plan to use any funds received under their claims to repay their loans.

Newport will make the equipment loans to the fishermen at an annual interest rate of 5 percent, repayable in 10 years. Upon repayment of the loans by the fishermen, Newport will use the funds for projects to help create jobs.

Under the regular program, EDA has funded many projects for American Indian tribes as well as for communities throughout the nation. Here are a couple of major Indian projects:

Through grants totaling $9,794,717 since fiscal year 1971, the Mescalero Apache Indian Reservation in Otero County, New Mexico, has developed a $15 million luxury tourist and recreation complex, the nation's largest Indian-owned-and-operated year-round resort.

Besides the tourist complex, the tribe has used EDA grants to develop on the reservation a commercial park, a tribal store, a community center, a training center, recreation facilities, a cattle fencing project, and an expansion of the water system for the industrial park.

With $738,039 in EDA grants since fiscal year 1971, the Lac Du Flambeau Indian Reservation in Wisconsin has developed four projects that have created 43 new jobs and saved 11 others. The projects are: community building, campground and marina, renovation of a fish hatchery, and a scenic park.

The country is dotted with success stories made possible with EDA funding, wide in variety and large and small. The one thing they have in common is that they moved into a local distress situation and transformed it for the benefit of a community and its people.

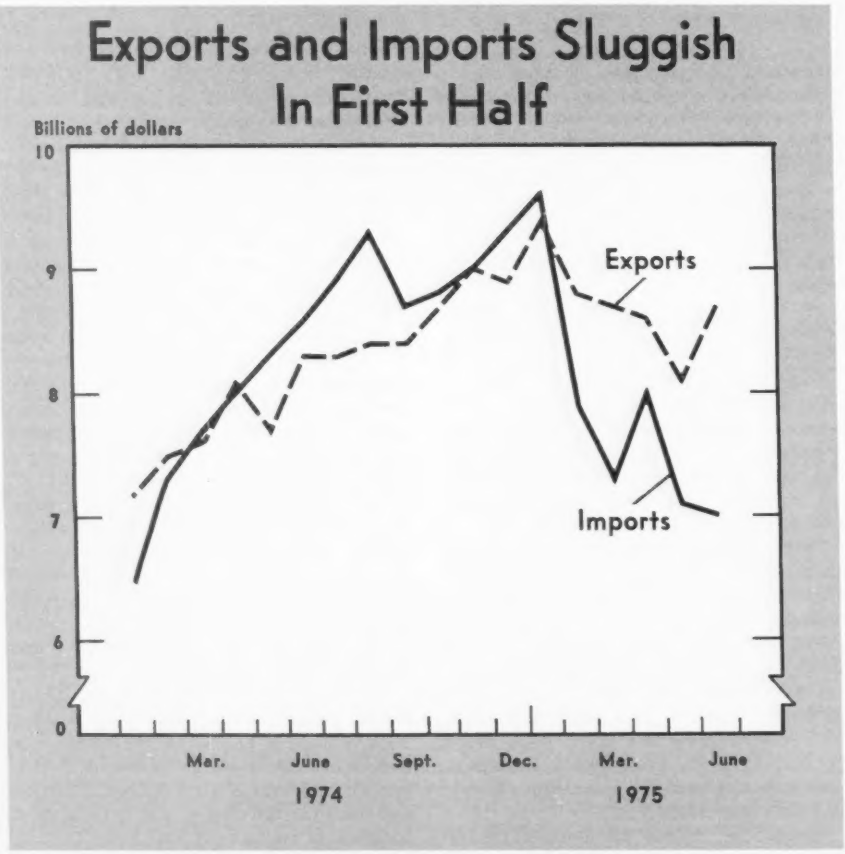
PROMENADE—*All-weather walkways at the site of the 1962 Seattle World's Fair are helping to increase convention trade at the Seattle Center, a former National Guard Armory purchased by the city with the help of a $2.4 million EDA grant.*

Trade Balance Shifts Dramatically, Posts Big Surplus During First Half

The first half-yearly downturn in the value of imports since 1967, coupled with a small expansion in exports, resulted in a dramatic shift in the U.S. trade position in January-June. The merchandise trade balance was in surplus by $10.9 billion at an annual rate, a huge turnaround from the $2.3 billion deficit recorded in all of 1974.

Exports, seasonally adjusted and excluding military grant-aid, were running at an annual rate of $104.6 billion in the first half, 7 percent greater than in 1974. This represented a sharp deceleration from last year's 38 percent pace. Imports declined 6 percent to $93.8 billion after recording a 44 percent increase in 1974.

On the basis of c.i.f. values, which include the cost of insurance and freight to U.S. ports, imports were $101.2 billion, and the surplus totaled $3.4 billion at a yearly rate.



The abrupt turnaround in the U.S. trade position so far this year can be largely attributed to the fact that the severe slump in U.S. economic activity had a more pronounced negative effect on imports than did the corresponding business slump abroad on exports. The inflow of goods from abroad was depressed, in particular, by the decline in U.S. industrial output and construction which retarded demand for materials. Reduced consumer spending and the huge liquidation of inventories in the first half of the year were also important factors. The effect of the recession abroad on U.S. exports was to some extent mitigated by continued rapid growth in sales to the oil exporting countries and a further increase in agricultural shipments which are far less sensitive to cyclical downturns abroad than other products.

Adjusted for price changes

The impact of the economic slump is even more evident from the trend in exports and imports when they are adjusted for price changes. Imports declined by an estimated 15 percent in volume terms in January-June from last year's level after a 3 percent drop in 1974. Exports, which grew 8 percent in volume last year, fell by about 5 percent.

Both export and import prices continued to rise in the first half. The rates of increase for both, however, have been cut sharply as a result of the weakening of inflationary pressures during the economic recession here and in other countries. In the first six months of 1975, export prices climbed more rapidly than those of imports, a reversal of their movement in the preceding half year. But in the second quarter, export unit values turned downward slightly for the first time since the final three months of 1971.

Nonfarm exports totaled $41.3 billion in the first six months, substantially unchanged from the previous semester, though nearly 20 percent higher than in the first half of 1974. The value of exports was maintained this year only because of the continued rise in prices; the volume of shipments was down from 1974 by about 5 percent. Compared to the preceding half year, increased values of sales were recorded for a few key commodities, notably coal, steel pipe, trucks, and certain machinery. Most of the other major exports posted reductions.

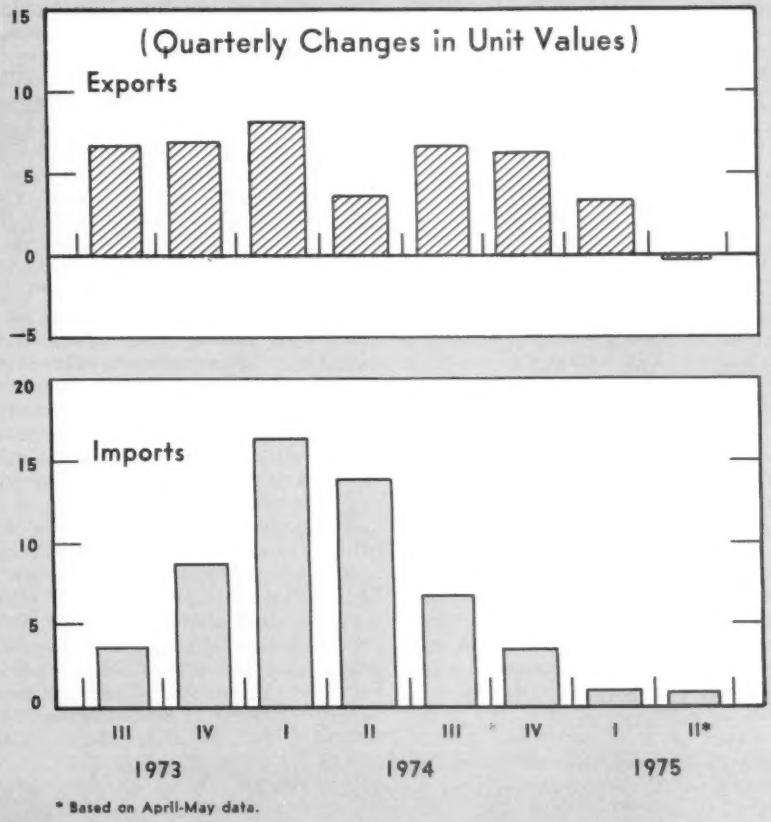
Exports of machinery as a group continued to expand in the first six months, but at a sharply lower growth rate than in the preceding two halves. Nevertheless, U.S. sales of $13.8 billion represented a rise of more than 25 percent over the same period last year and a further billion dollar gain from the second half. Price increases accounted for all of the rise from July-December as machinery volume fell by 4 percent, reflecting the effects of the worldwide depression on foreign plant and equipment expenditures. Compared with January-June 1974, however, the quantity was slightly greater.

Sizable value increases continued this year in sales of several types of machinery. The greatest gains from the preceding half were recorded for materials handling equipment and power generating, metalworking, and construction machinery. In contrast, computer shipments dropped marginally from the second-half level after steady growth in recent years. Also, exports of semiconductor parts and devices, which are assembled abroad into consumer products and largely reflect U.S. demand for such goods, fell sharply with the slowing in domestic purchases.

The value of shipments of trucks and parts to Canada declined from July-December, though passenger car sales remained almost steady. Nevertheless, automotive deliveries to Canada were about 15 percent above last year's first-half level, with prices accounting for all of the rise. Sales of automotive equipment to other countries continued to increase this year, primarily due to an increased volume of truck sales to the Near East. Shipments through June were about 25 percent higher than those in the preceding six months.

Following large increases in both halves of 1974, exports of aircraft and parts fell by 8 percent. This drop mainly reflected reduced deliveries of civilian aircraft as a result of the sharp slowdown in the growth of air travel last year. Military aircraft deliveries were also slightly lower than in the final half. Chemical exports, at $4.4 billion, fell by 5 percent from July-December peak sales, although they remained somewhat above January-June 1974 shipments. Strength in demand for fertilizers, and to a lesser extent for inorganic chemicals, only partially offset large declines in shipments of plastic materials and organics.

Price Inflation Subsides



* Based on April-May data.

Total steel exports likewise receded from second-half levels, though higher prices moderated the impact of a continuing rapid drop in volume. Sales of plates and sheets, as well as wire rods, fell from last year, but tube and pipe shipments rose substantially, particularly to the Near East, Africa, and Latin America where the demand was related to oil development.

Declines from both first- and second-half 1974 sales were recorded for other industrial supplies, including aluminum, textile yarns and fabrics, and paper and paperboard. On the other hand, a post-strike rise in coal shipments boosted the volume of these exports by more than one-fifth over the previous six months, while the value climbed to $1.8 billion.

Farm sales up slightly

Agricultural sales, seasonally adjusted, picked up slightly from the second half of 1974 to total $11.0 billion, though they remained about $400 million below the same half of the last year. Reflecting a large rise in quantity, but little change in average price, corn shipments surged to $2.4 billion, 43 percent above the preceding six months. Wheat sales, also totaling $2.4 billion, declined slightly from July-December because of a drop in the quantity shipped, as prices edged up. Both wheat and corn sales were above those in the first half of 1974.

Greater competition from foreign oilseed producers and lower animal feeding rates abroad resulted in a continued decline in the volume and value of soybean exports. Similarly, because of greater foreign supplies and depressed world textile mill activity, cotton shipments continued to sag. Exports of these two products combined dropped by around 30 percent, or $800 million, from the January-June level of last year, and were also well below second-half 1974 values.

First-half imports of petroleum and products totaled $11.6 billion, 17 percent less than in the preceding half year. The value was only 6 percent higher than the depressed level in the same period last year when volume was restricted by the

U.S. Imports of Major Commodities Decline

(Billions of dollars, seasonally adjusted)

	1974		1975
	Jan.-June	July-Dec.	Jan.-June
Imports, total	46.4	53.9	46.9
Petroleum and products	10.9	14.0	11.6
Machinery	5.5	6.2	5.6
Automotive vehicles, engines & parts	5.9	6.1	5.1
Iron and steel	1.7	3.3	3.1
Chemicals	1.6	2.4	1.9
Nonferrous metals	1.8	2.2	1.2
Sugar	0.7	1.5	1.1

Arab oil embargo and prices averaged substantially lower. Most of the decrease from July-December was centered in arrivals of refined products, particularly fuel oils; crude oil imports this year dropped relatively little in value. The sharper decline in refined products resulted from a reduction of inventories during a period of falling demand and higher consumer prices stemming from the imposition of import taxes.

With the exception of these new taxes, the average price of petroleum imports has remained remarkably stable since the first quarter of 1974. In contrast, sharply higher Canadian prices raised the value of natural gas purchases by 43 percent over the July-December period.

Imports of other industrial supplies also dropped from high second-half values. The decrease resulted entirely from a decline in volume, reflecting the downturn in U.S. industrial production. Nevertheless, these imports remained about $1.25 billion above the levels of the same period last year when prices were considerably lower. Nonferrous metals, at $1.2 billion, recorded the sharpest decline in value. Much of the fall was concentrated in copper purchases, off about 70 percent from the two preceding half years. Demand fell abruptly as construction and automotive and appliance production dropped, while an abundance of worldwide copper stocks reduced prices.

Higher prices and long-term delivery contracts held steel receipts to within 5 percent of the July-December value and 80 percent above last year's first six months. But imports of chemicals and woodpulp declined more strongly from the previous half, while textiles, lumber, and plywood were lower in value than in either period of 1974. Arrivals of newsprint, however, continued to increase, as stocks were built up in anticipation of a strike in the Canadian forest products industry.

Reflecting the sluggishness in personal consumption expenditures, imports of consumer goods, at $11.0 billion, were substantially below both halves of 1974. The largest declines from July-December were in arrivals of automotive products from Canada and cars and motorcycles from other countries. The $400 million drop in Canadian automotive supplies reflected the slump in U.S. auto sales. Imports of foreign cars, despite buoyant domestic sales, also declined in value as high inventories were liquidated. Consumer hesitancy to spend money for durables was reflected in lower imports of radios, televisions, and tape recorders, which fell by about one-fourth.

Capital goods imports were also below the July-December level, though only marginally. These purchases followed the general trend in domestic capital expenditures, falling somewhat in current value and more substantially in real terms. In contrast to imports of trucks and most types of machinery, arrivals of aircraft and parts rose strongly this year.

The decline in imports of food was led by a sharp fall in purchases of sugar from $1.5 billion in July-December to $1.1 billion through June 1975. The value remained almost 50 percent above the first half of 1974, however, despite a large decline in volume from that period. Extremely sharp fluctuations in sugar prices resulting from worldwide shortages accounted for the wide shifts in the value and volume of sugar imports over the past 18 months. Meat and, especially, coffee arrivals rebounded this year from unusually low second-half values. Imports of most other major food products, in contrast, fell from both halves of 1974.

Area trade balances shift

The trade surplus with the developed countries as a group rose dramatically, by almost $3 billion, in the first half, as imports declined more rapidly than exports. After recording a second-half 1974 deficit of over $1 billion, the balance with Canada shifted marginally into surplus, reflecting lower purchases of oil and other industrial supplies. The surplus with Western Europe increased substantially, as imports declined sharply and exports grew. Despite a sizable drop in exports to Japan, the falloff in consumer goods imports helped to cut the deficit with that country by more than half to $270 million.

A 20 percent increase in exports and an almost equally strong decline in imports led to a $3 billion reduction in the deficit with the developing countries that ship petroleum to the United States. With the other LDC's, a substantial fall in imports was mainly responsible for a rise in the surplus to over $5 billion.

The positive balance with the socialist countries expanded again after declining in both halves of 1974. Greater sales to the USSR and Eastern Europe more than compensated for a drop in deliveries to the People's Republic of China.

IMPROVING THE TRADE BALANCE—*U.S. exhibitions around the world help familiarize foreign businessmen with American products. During a show at the U.S. Trade Center in London April 15-18, E. A. Willis (left), representing the U.S. firm Electron Fusion Devices, Inc., explains a product to R. Woodstock of Manufacturing Optics International.*

From Dental Plaque To Better Brew, Sea May Solve Man's Dilemmas

Most people think of creatures of the sea as being of benefit to man primarily as food. But Commerce's National Oceanic and Atmospheric Administration is involved in research to determine whether certain shellfish and other marine life can be used in medical treatment.

Seeking a means of disposing of waste from the surf clam processing industry, a Sea Grant researcher has discovered a versatile enzyme that holds promise for dissolving dental plaque, improving beer-brewing processes, and breaking up mold in the blood vessels of burn victims.

The scientist is Dr. Robert Shallenberger of Cornell University's New York State Agricultural Experiment Station at Geneva. New York's Sea Grant Program is supported by Commerce's National Oceanic and Atmospheric Administration and by the State of New York.

Use for clam wastes

Several years ago, Dr. Shallenberger began seeking solutions to the increasingly serious problem of what to do with the leftovers of surf clam processing. Traditionally, processors have disposed of wastes, such as shells and digestive tracts, in nearby oceans, bays and estuaries. Pollution control regulations now are forcing the processors to find other methods or develop commercially profitable products from the leftovers.

Dr. Shallenberger, an enzyme chemist, reasoned that the clam must have a digestive enzyme capable of breaking down carbohydrates in the marine plants that are its food. If this digestive enzyme could be isolated, processed, and packaged at reasonable cost, Shallenberger believed, it might be useful and marketable.

In 1973, he identified the surf clam's major active enzyme as a gluconase that breaks down the natural polysaccharide, laminarin, into a highly soluble and digestible simple sugar component.

A private processing firm—the Shelter Island Oyster Co., which prepares and packs surf clams—is cooperating in Shallenberger's research. Previously the company used only the clam foot and discarded the digestive tract, thereby wasting up to 20 percent of the animal's body tissue.

Today, it provides clam bellies for the project, and test samples of the enzyme are produced in the laboratory. The product is marketed by Calbiochem, a San Diego firm, in research quantities. So far, the processor has realized $1,200 on the raw materials—the first financial return it has ever received for this former waste product.

"Although the enzyme constitutes only a tiny fraction of clam wastes," Dr. Robert B. Abel, Director of NOAA's Office of Sea Grant, points out, "it promises to become a significant part, scientifically and economically."

- Studies at Western Michigan University indicate that the enzyme seems to have anti-leukemia applications. According to one theory, the carbohydrate-protein structure of the cancerous cell wall apparently has the carbohydrate grouping found in marine plants, and will therefore partially break down in the presence of the enzyme.
- Breweries in the United States and Germany have found that the enzyme works effectively to dissolve carbohydrates clogging their filters.
- Dr. Shallenberger believes that the enzyme, added to toothpaste, would dissolve the thin invisible film of plaque that forms on teeth, hardens into tartar, and becomes a major dental problem.
- Another possible use is for dissolving the network of threadlike tubes in a

MEDICINE CHEST OF THE FUTURE—*Sea Grant scientists are investigating marine life to see how it can benefit man. Here, Dr. George D. Ruggieri, S.J., observes brittle stars.*

mold that develops in blood vessels of severely burned persons. This mold resists the drugs used to control gangrene and can lead to death unless counteracted.

Dr. Shallenberger's project is continuing work on the development of less complex techniques for processing the clam wastes and attempting to produce a very pure enzyme extract for medical studies. If commercial applications for the enzyme increase and industries come to need large amounts of it, the Sea Grant scientist may examine other marine organisms for additional sources of the enzyme.

The original problem—what to do with surf clam wastes—is still not fully solved. The Shelter Island Oyster Co. has been experimenting with some possible uses—in pet foods or to enhance the flavor or nutritive value of food products. Dr. Shallenberger also plans to study the potential of clam wastes as fertilizer for upland beets.

Invertebrates prove useful

Another effort to use marine products in medical treatment is being carried out by a Sea Grant team at the University of Oklahoma. A $90,000 grant has been made to assist the team in its search for extracts of marine organisms that may be useful in treating cancer and leukemia, hypertension and cardiovascular disease.

According to NOAA's Dr. Abel, "This research program in landlocked Oklahoma, the only noncoastal or non-Great Lakes state with a Sea Grant, is one of the most significant programs designed to discover and identify marine substances with potential medical applications."

Supported by Sea Grant since 1971, the Oklahoma team of chemists and pharmacologists has provided the National Cancer Institute with extracts from 1665 marine species for testing against experimental tumor systems. Of these, 104 have been confirmed as active against leukemia in mice and 30 against human cancer cells in tissue culture.

The team skin dives to collect specimens for study, obtaining marine plants and animals from the tropical coral reefs of the Bahamas, Bermuda, Jamaica, Florida and Eniwetok.

Marine organisms of greatest interest to the Oklahoma scientists at present are corals, sea whips, and sea fans, anemones and other animals low on the evolutionary ladder. The group is studying two species of sponges, because extracts from these sponges lower blood pressure and improve the tone of the heart muscle. Natural and synthetic chemical compounds with these properties are potentially useful in treating high blood pressure and heart disease.

The team first derives crude extracts from the specimens. After the pharmacological action of the extracts has been confirmed, they are subjected to chemical study to isolate the pure compounds with potential usefulness as drugs. The structure of these pure compounds is then determined.

After the chemical structures of marine extracts have been determined and the drugs have been tested successfully in clinical studies, synthesizing their chemical structures will most probably be more economical for producing commercial quantities than obtaining the drugs from natural marine sources.

Solving the red tide problem

A new procedure can detect the presence in shellfish of saxitoxin, the paralytic shellfish poison sometimes associated with the so-called "red tide" blooms on the west coast.The red tide is a popular term applied to various microscopic animals that bear toxic substances, and have been blamed at times for widespread fish kills. Evidence has been adduced to indicate that the toxins borne by some red tide blooms are different from others.

The method, reputedly one hundred times as sensitive as any previously devised, has been developed by chemists at the Berkeley campus of the University of California under a Sea Grant.

"We are hopeful," comments Dr. Abel, "that this new technique may be used to prevent the unnecessary closing of shellfish areas. It should allow for the specific, rapid and reliable inspection of shellfish for toxicity and be a much more reliable substitute for the present method of closing areas by calendar."

The new technique involves a chemical analysis of the shellfish. Meat from the suspected animals is ground up and subjected to a series of relatively simple tests to extract any saxitoxin that may be present. The amount present, if any, can be determined by using a standard laboratory instrument called a fluorescence spectrophotometer.

"The procedure is so straightforward, and the equipment needed so uncomplicated," says Dr. Henry Rapoport, leader of the Sea Grant group at the University of California's Berkeley campus, "that testing can be carried out on board a ship or in a small van on shore. The results are immediate and a decision can be made on the spot whether or not to harvest."

Dr. Rapoport says the chemical test can be carried out much more easily than the standard bioassay procedure in which mice are injected with an extract of shellfish suspected of containing the poison, a method said to be costly, time-consuming, and not always accurate.

The Berkeley Sea Grant team analyzed several samples of Alaska butter clams and California mussels taken from 15 separate areas that had been closed to shellfishing. The scientists were able to detect saxitoxin in concentrations as low as four parts per billion and found that shellfish from some of the closed beds would be safe for human consumption, according to the compliance guidelines set by the Food and Drug Administration.

There are just a few examples of an ongoing program under Sea Grant sponsorship to find new beneficial uses for marine life.

MOTHER NATURE'S REMEDIES — *An enzyme from clam wastes has been shown to aid burn victims. Sea fans (far right) are the source of a substance effective against cancer, as are sea whips and anemones.*

Energy Management Digest

SOLAR SCHOLARS...Secretary of Commerce Rogers C. B. Morton recently approved a $168,180 grant to help develop training programs on the design and installation of solar energy systems for homes. The funds, from Commerce's Economic Development Administration, will go to the Colorado State University at Fort Collins. Colorado State will work with equipment manufacturers and the National Association of Home Builders Research Foundation in developing the courses. Although a substantial research effort is being conducted in the solar-energy field, Morton said, there appears to be a gap in the practical training of architects, engineers, builders and installers of heating and ventilating equipment on the use of solar energy. The training programs will be tested during two classroom sessions at Fort Collins. One, for architects, engineers and builders, will consider the design of solar homes and alterations needed to install solar systems in existing homes. The other course will be for tradesmen. Course guidelines will be prepared for wide distribution to encourage use of solar energy for heating and cooling homes.

GETTING MONEY'S WORTH...Commerce's Office of Energy Programs is developing a systematic method of evaluating investments in energy saving equipment and technologies. Designed for small firms which do not have the technical and economic expertise required to perform these evaluations, this "energy accounting system" will provide a simplified means of evaluating the costs and benefits associated with a particular investment. The heart of the system is a "user's guide to energy accounting," a handbook which details the procedures to be followed and the means of interpreting data. The first outline of the user's guide has been completed, and field tests of it will begin later this summer, with about one dozen firms participating.

REVIEWING NUCLEAR'S ROLE...The Energy Research and Development Administration has contracted with the National Research Council to study the role of nuclear power and its alternatives. The Council, which is the operating arm of the National Academy of Sciences and the National Academy of Engineering, will focus on the years 1980-2010 in the two-year, $2 million study. ERDA wants to obtain the views of a competent, scientifically prestigious group on whether or not the public's concern about nuclear power is justified and the degree to which this nation should rely on nuclear energy. The nuclear breeder reactor, now under development, is one of three concepts promising essentially inexhaustibly long-term electrical energy supplies. The other two are nuclear fusion and solar power.

WATT WATCHER...Datametrics, a subsidiary of ITE Imperial Corp., has introduced an automatic electric load programmer designed especially for heavy users of electricity. The "Watt-Watcher" reduces electric bills by reducing demand peak charges and energy usage, according to Datametrics. The "Watt-Watcher" load programmer maintains electric load consumption at a reasonably constant level, rather than allow sharp peaks and valleys. The Wilmington, Mass., firm says that this can be translated directly into appreciable savings and offers an excellent return on equipment investment. The prime areas for load savings are energy retentive loads, such as heaters, air conditioners, refrigerators for use in industrial and commercial buildings. The "Watt-Watcher" offers immediate savings of approximately 10 percent on energy usage and approximately 20 percent on demand charges, according to Datametrics. It is most effective for facilities that have monthly electric bills in excess of $3,500.

PUBLIC ACCESS...The Federal Energy Administration has opened a public docket room which will provide the press and public with greater access to the Agency's filings and decisions. The docket room is located in Room B-120, 2000 M St., NW., Washington, D.C. It is operated from 1-5 p.m., Monday through Friday, by the agency's Office of Exceptions and Appeals and Office of Public Affairs. Telephone: 202-634-7620. In its initial phase, the docket room will contain copies of submissions in all proceedings which were pending and/or decided after March 1, 1975. Only proprietary data will be deleted. As time permits, cases decided prior to March 1 will also be included.

ENGINE DESIGN...ERDA will fund a Ford Motor Co. study of an 80-100 h.p. Stirling engine, an automotive power system which is thought to have the potential for providing high fuel economy, lower pollution emissions, less noise and good acceleration. Ford is presently evaluating an experimental 170 h.p. Stirling engine developed jointly with the N.V. Philips Co. of the Netherlands

and installed in a 4,500-pound Ford Torino. Under a $550,000 contract with ERDA, Ford will now design a smaller Stirling engine for use in a sub-compact (2,500-3,000 pound) car.

INTERVENORS FUNDING?...The Nuclear Regulatory Commission has made public a report presenting the arguments for and against furnishing financial assistance to intervenors in NRC licensing procedures. In November 1974, officials decided that requests for financial assistance to intervenors raised questions which should be addressed in a public rulemaking proceeding. In April, the Washington firm of Boasburg, Hewes, Klores and Kass was selected to perform an independent study of the matter. Single copies of their report are available from the Nuclear Regulatory Commission, Washington D.C. 20555. The Commission will announce the schedule and procedures to be followed in the rulemaking proceeding at a later date.

RECYCLING CRANKCASE OIL...Cars, airplanes, and factories generate over 1 billion gallons of used lubricating oils each year. Although dirty, this waste oil has high energy value. It can be re-refined into good lubricating oil or used to make other petroleum products; reclaimed to nearly original quality for industrial use; or reprocessed into clean fuel oil for burning. Yet today, half of all waste oil in the United States is lost—as far as recycling is concerned. To make matters worse, much of the country's waste oil is discharged directly into the environment. FEA has begun work with State governments to draft a model "waste oil" bill. Initiatives such as tax regulations, labeling requirements, and government purchasing specifications are also under way. A 14-page fact sheet on FEA's waste oil program is available from the FEA Press Room, Office of Communications and Public Affairs, Room 220, 11th and Pennsylvania Ave., NW., Washington, D.C. 20461.

PUTTING IT TOGETHER...The Energy Research & Development Administration and the Department of Housing & Urban Development are compiling a national catalog of solar heating and cooling equipment. The catalog, containing information on the current availability of solar equipment, will be distributed to the solar energy industry and the general public. It is designed to encourage manufacturers and builders to combine their equipment into complete systems, to assist in marketing solar heating and cooling equipment, and to establish a basis for information exchange within the solar energy industry.

SOLAR VOLUNTEERS...A nonprofit "educational/scientific" group has been formed to foster development of solar energy and other alternative fuels. Dr. George Larke, founder of Citizens for Energy Conservation and Solar Development, says the unit hopes "to inform people about conservation measures, and to promote solar energy as an economically feasible and environmentally acceptable fuel source." The volunteer group publishes Energy Action: News and Views. It also supplies reprints of current clippings and short reports on conservation, solar, wind, and geothermal energy plans. Write: CECSD, P.O. Box 49173, Los Angeles CA. 90049.

GETTING THE GOODS...Through its Oil Country Tubular Goods Assistance Program, FEA's Office of Energy Resource Development recently aided a Texas oil operator in locating needed tubing and casing that assisted in a new Alabama discovery. "The Oil Country Tubular Goods Assistance Program has been instrumental in locating critical supplies of tubing and casing for independent oil operators," commented Donald B. Craven, Acting Assistant Administrator for Energy Resource Development. To fill out the operator's oil "production string," Energy Resource Development's Office of Oil and Gas contacted Jones and Laughlin Supply, which was administering casing and tubing contributed by a few major oil firms to FEA's assistance program. From this supply, casing was located to completely fill out the "production string." During the first 10 months of FEA's Oil Country Tubular Goods Assistance Program, it has assisted 296 independent operators in obtaining 2,168,269 feet of casing and tubing, totaling 17,833 tons.

GULF COAST STUDIES...Two universities have received ERDA contracts to assess and develop what is known as a geopressured geothermal resource in the Gulf Coast Regions. In addition to known areas of geothermal resources such as natural steam, hot water, and dry hot rock, an unusual form of potential energy exists in geopressured aquifers underlying a large part of the U.S. Gulf Coast. The heat and natural gas contained in these aquifers, pressurized by overlying geologic strata are thought to have important energy possibilities. The University of Texas at Austin received three contracts totaling $793,500 for studies, and Louisiana State University won one contract for $158,000.

COOL POWER...The Association of Household Appliance Manufacturers publishes the average monthly power consumption of most refrigerators. Write them at 20 North Wacker Dr., Chicago, Ill. 60606.

Emission Studies Will Give Precise Environmental Impact Data To Industries

A pioneer investigation is being made of emissions from giant power plants and a copper smelting operation in the West to gather basic data so that industrial decision makers will know the precise environmental impact their plants will have—before they are built.

The investigation is being carried out by the Environmental Research Laboratories of Commerce's National Oceanic and Atmospheric Administration (NOAA) at Boulder, Colorado. The project is funded by the Environmental Protection Agency (EPA).

The tools are sun-sensors, acoustic sounders, powerful lidars, which are the laser equivalent of radar, and an instrument-packed trailer called the Sniffer.

The purpose is to gather information about the gases and particles discharged by huge power plants and smelters, and their effect on cloud formations, weather, climate, crops, and entire ecosystems, in which of course the primary factor is people.

Involved in the investigation is the power plant of the Montana Power Company in the rolling grasslands of southeastern Montana near Colstrip; the Four Corners power plant operated by the Arizona Public Service Company and six other utility companies near Farmington, New Mexico; and a large copper smelting operation in the West.

The Colstrip operation is expected to have a capacity of 2,100 megawatts when completed in 1979, of which 350 megawatts is being brought on line this year, 350 next year, and 700 in each of the years 1978 and 1979. It is to be fed by strip-mined coal from rich deposits nearby. The Farmington facility has a capacity of more than 2,000 megawatts in five units, three of which are operated by Arizona Public Service and the other two, which are much larger, by the other six utility companies. Its fuel source is the Navaho coal fields.

The copper smelting operation is coal fired, and is regarded as a source of sulfur dioxide, an air pollutant. Investigators will use the Sniffer to analyze emissions from the smelting plant.

From mid-May to mid-June, a team of NOAA investigators took air samples in the area which soon will be affected by emissions from the Colstrip power plant, to show the condition of the area's air before the plant begins operation.

Air measurements will be taken at the Colstrip site near harvest time in August and September, to acquire a pattern of conditions at the site during the growing season.

After the plant begins operation, the scientists will return for more air samples particularly with respect to the emissions' effect on growing crops and on crops at harvest.

The investigators are also visiting the Farmington plant to take air samples from the downwind plume of the plant and to study the effect of emissions from the plant, which has been in operation for some years.

The scientists will return to the Colstrip area for air samples to determine how the power plant has changed the air, weather, and climate around Colstrip. The investigation is expected to take at least five years. The instruments will monitor discharges from the plants with a previously unattainable accuracy.

The lidar is being used by the Wave Propagation Laboratory under the direction of Dr. Vernon E. Derr. It will measure tiny particles discharged by the plants to determine their vertical and horizontal distribution.

An acoustic sounder, which senses thermal differences at various levels above

SNIFFING ALONG—*The 'Sniffer', an instrument-filled trailer, allows exact measurement of pollution levels at specific locations, in contrast to other measuring devices which take area-wide readings. Above, it moves into position near a power plant in Colstrip, Montana.*

LIDARS—*The laser equivalent of radar, lidars measure the tiny particles emitted by plants and determine the extent of their vertical and horizontal distribution.*

the surface, will monitor the area's inversion level. Other instruments will measure the total amount of light in the sky and the amount of solar energy directly hitting the surface near Colstrip.

The Sniffer unit will be used at Colstrip as a point calibration system for the area-wide measurements made by the lidar and other instrumentation. Dr. Rudolph Pueschel, who directs the Sniffer operations, explains that new methods developed by his laboratory permit exceptionally close analysis of atmospheric particles around power plants.

"The old methods," Dr. Pueschel says, "permit you to look at the bulk mass, of the order of micrograms per cubic meter. Our present technique lets us analyze samples as small as ten-million-billionth of a gram, and to scan samples down to a tenth of a micron, or one-millionth of a meter."

Has wide significance

The copper smelting operation is regarded as of more than regional significance because of the extent to which it is a source of sulfur dioxide.

"Sulfur dioxide," Dr. Pueschel says, "is converted to particulate sulfates, which are part of the effluent from these plants. We want to measure the rate at which sulfates convert to sulfur dioxide because the lifetime and size of an aerosol (particle) depend on how fast it is produced. This is also affected by moisture and certain heavy metals."

Some other particle variations, he observes, will come from differences in the composition of coal in different parts of the country.

"For example," he adds, "Montana coal contains trace amounts of uranium, so we can expect some slight quantities of radioactive material in the plant effluents."

The observations taken by the lidar and Sniffer units are part of a general energy study being conducted by the EPA to determine the direct impact of power plants on the entire network of regional environmental interrelationships.

"The objective of our study," Dr. Pueschel explains, "is to obtain information that will help energy and environmental managers know what types of effluents produce what kind of environmental impact."

Armed with this data, they will be in a position to know better how to strike a balance between energy needs and the environment.

Minority Bar Association Receives $100,000 Contract

The National Bar Association, Inc., a nonprofit professional group of black lawyers, has been awarded a $100,000 contract by Commerce's Office of Minority Business Enterprise to assist in the development of minority law firms.

Under the terms of the one-year contract, the NBA will seek to improve the commercial law capability of its membership by conducting seminars and workshops to deal with specific legal problems identified by its board of directors, publish a monthly newsletter, hold an annual conference, collect and disseminate relevant data and develop a recruitment service to identify potential members.

NBA has main offices in Baltimore and Washington, D.C. Acting as a broker, the NBA will establish six regional registers of experienced commercial attorneys to provide legal services to clients of OMBE-funded organizations.

Energy Price, Supply Seen Slowing Future Growth Of Manufacturing

Manufacturing in the next 15 years is expected to grow less rapidly than in the last 10 to 15 years because of a number of factors, among them future difficulties with the supply and prices of energy.

This conclusion of Dr. John E. Clayton, of the Office of Business Research and Analysis of Commerce's Bureau of Domestic Commerce, is based on an analysis of economic trends and the situation facing manufacturing, including an examination of forecasts of the future of manufacturing by various sources.

Clayton says the main reasons why the outlook is for a slower rate of manufacturing growth are "a slowing of the growth rate of the labor force, a shift of more and more employment to sectors of the economy with low rates of productivity growth, and a decline in the growth rates of productivity in individual sectors—future difficulties with the supply and prices of energy, and the prospect of a slower than usual recovery from the current recession."

These reasons, he points out, are those cited by Clopper Almon and his colleagues at the Interindustry Economic Research Project at the University of Maryland. This group, he recalls, uses what it calls the Inforum Model to forecast various aspects of the economy for the 1980-85 period. The group's forecasts of average growth rates from a January 1975 projection reflect both the energy shortage and the current recession.

"My outlook for the 1980-85 period," Clayton explains, "is somewhat more optimistic than reflected by the growth rates projected by the Almon group. Especially, I do not see the negative growth rates the forecast projects for machine tools and motor vehicles in that period."

Clayton points out that "specific information is difficult to come by on what manufacturing may look like in the next 15 years." He adds that some information exists, mostly of a general nature, but some fairly specific.

'72 conference topic

"Most of the information looks only to 1985 or earlier," he says, "but some of it looks to 1990 and beyond."

A certain amount of information on the future of manufacturing," he recalls, was presented at the 1972 White House Conference on the Industrial World Ahead.

"Herman Kahn," he points out, "saw manufacturing industries becoming a smaller and smaller part of the nation's activities. For the period 1970-1990, the Conference Board saw an average annual growth rate of nearly 5 percent for durable goods manufacturing, derived on the basis of 1958 dollars, about 3.5 percent for nondurables, and a little more than 5 percent for services. The Conference Board also saw services as a percent of real GNP (Gross National Product) rising from 38 percent in 1970 to 42.8 percent in 1990.

"It is not clear how much these forecasts reflect the prospect of shortages of energy and other basic materials. They certainly do not reflect the current severe recession and the possibility of a recovery

rate slower than we have become accustomed to."

Clayton recalls that the Bureau of Labor Statistics of the Department of Labor had made detailed projections of the economy for the years from 1968 to 1980, and for 1980 to 1985. The projections showed the following: gross national product, 1968-80, 4.1 percent; 1980-85, 3.3 percent; manufacturing, 1968-80, 4.2 percent; 1980-85, 3.1 percent; durables manufacturing, 1968-80, 4.4 percent; 1980-85, 3.2 percent; nondurables manufacturing, 1968-80, 3.9 percent; 1980-85, 3 percent.

Growth projections

In addition, the Bureau of Labor Statistics made projections for growth rates for selected manufacturing industries which showed growth rates in the 1968-80 period ranging from minus 4.5 percent for ordnance to plus 8.5 percent for telephone and telegraph apparatus.

For the 1980-85 period, the BLS projected growth rates that were one to three percentage points below those of the first period, ranging from plus .6 percent for tobacco manufacturing to 5.8 percent for electronic components. But the projected growth rates for guided missiles and space vehicles, other ordnance, and aircraft in the 1980-85 period were more than one percentage point above those for the 1968-80 period. These industries had lower-than-average projected growth rates in the 1968-80 period, and two of them were negative.

"The BLS completed these projections before the 1973 oil embargo and the petroleum shortage," Clayton points out. "BLS now has a major research effort under way to develop alternative projections that will reflect several aspects of the energy problem.

"Having assumed achieving a 'satisfactory balance between relatively low unemployment and relative price stability' and a 4 percent unemployment rate, the projections do not reflect the current recession and the prospect of a slower than usual recovery rate. Therefore, most of the projections likely are optimistic in both the periods 1968-1980 and 1980-1985."

Clayton recalls that the Bureau of Economic Analysis projected gross product originating in 1958 dollars for several individual industries for the years 1980, 1990, 2000, 2010 and 2020. He adds that he had calculated average annual growth rates for the period 1980-1990 for each of the industries and for total manufacturing.

The growth rates calculated from the Bureau of Economic Analysis projections, he says, are fairly close to those projected by the Bureau of Labor Statistics for the 1980-85 period, but generally are significantly higher than those projected by the Almon group for the same period.

Based on his analysis of the different projections, Clayton makes the following comments:

"If I were to project specific growth rates for manufacturing and its components over the next 15 years, they would be somewhat less optimistic than the BLS rates for the period 1980-1985 and the BEA rates for the period 1980-1990. On the other hand, they would be somewhat more optimistic than those the Clopper Almon group projects for the period 1980-1985.

"Automobiles seem likely to face more growth uncertainty in the next 15 years than almost any other individual manufacturing industry. It seems likely that the industry may face increasing burdens from safety features and emission controls, and added demands for fuel conservation. It at least seems a good question when the industry again will reach the record output and sales levels of 1973. No matter what the growth rate, the next 15 years likely will see total automobile output and sales made up of a greater proportion of shorter and lighter cars, assuming customers will buy them.

"In the next 15 years, manufacturing should continue to contribute significantly to railroad freight traffic, but this source of tons and ton miles likely will grow at a slower rate than it has in the last 10 to 15 years . . .

"In the next 15 years the railroads can continue looking to manufacturing as a significant source of freight traffic. While the biggest manufacturing contributors of rail traffic generally are not expected to be the industries with the highest growth rates, most of them are expected to have reasonably good rates of growth. So the railroads should be able to look to manufacturing for about the same proportion of their total tons originated that they derived from this source in the last 10 to 15 years . . .

"Food and kindred products, one of the greatest generators of manufacturing traffic for the railroads, has one of the lowest growth rates. Another generator of sizeable amounts of rail traffic, primary metals, is projected to have the lowest growth rate for the period (1980-1990). On the other hand, two other contributors of significant amounts of rail tonnage, chemicals and allied products and lumber and furniture, are projected to have some of the higher growth rates."

Clayton says that studies for the 13-year period of 1960-1972 show that total manufacturing shipments were a stable proportion of real GNP over the period.

"The real growth rate of 3.98 percent," he adds, "was about the same as that for real GNP for the 1960-1972 period, about 4 percent. This suggests that as a generator of potential rail traffic, manufacturing has grown only at a slightly slower rate than GNP.

"The data show also that services were a stable proportion of real GNP over the period, although the growth rate for services was somewhat greater than that for manufacturing shipments. This does not show much of a trend toward a service economy."

Newly-Issued Guide Shows Homeowners How To Save Energy

Do you know whether attic insulation is a better investment for your house than storm windows? What about wall insulation? Or weather stripping?

A new energy conservation guide issued by the Department of Commerce—*Making the Most of Your Energy Dollars*—will give you the answer. The guide is designed to help homeowners decide on the best combination of household energy conservation improvements to make in order to get the maximum return on their investment.

It contains step-by-step instructions on how to calculate the amount of insulation, storm windows and doors, weather stripping and caulking to add to each home. It is estimated that if all the nation's 40 million owner-occupied homes were properly insulated, 500,000 barrels of oil equivalent would be saved each day. This savings represents half of the President's energy conservation goal for 1975.

The 20-page booklet contains temperature zone maps, computation tables and easy-to-follow worksheets. It was prepared by Commerce's National Bureau of Standards in cooperation with the Federal Energy Administration.

Call for balance

A key feature of the booklet is that it takes into consideration climate, the price of energy a homeowner uses to heat and cool his house, and the cost of making the improvements. The booklet emphasizes that a balanced combination of improvements should be used to maximize dollar savings.

Making the Most of Your Energy Dollars is published in the National Bureau of Standards Consumer Information Series and is available for 70 cents from:

—The Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402;

—Consumer Information, Public Documents Distribution Center, Pueblo, Colo. 81009;

—Any of the Government Printing Office regional bookstores.

Please use Superintendent of Documents Catalog number C13.53.8 when ordering.

Federal Meteorological Studies Seek To Soften Disasters' Economic Impact

A $662 million meteorological program designed to reduce the economic and social impact of natural disasters, promote the nation's welfare and economy, preserve and enhance the environment and strengthen the national security is described in the "Federal Plan for Meteorological Services and Supporting Research—Fiscal Year 1976."

Published yearly to provide Congress with a single source for reviewing the overall federal program for meteorological services and supporting research, the plan describes the proposed meteorological activities of the Departments of Commerce, Agriculture, Defense, Interior, State, and Transportation, the Energy Research and Development Administration, the Environmental Protection Agency, the National Aeronautics and Space Administration, and the National Science Foundation.

These agencies' $662 million plans for the coming fiscal year represent an increase of $50.4 million over fiscal 1975. The figures for fiscal 1976, and others in the plan, are tentative and have not yet received legislative approval.

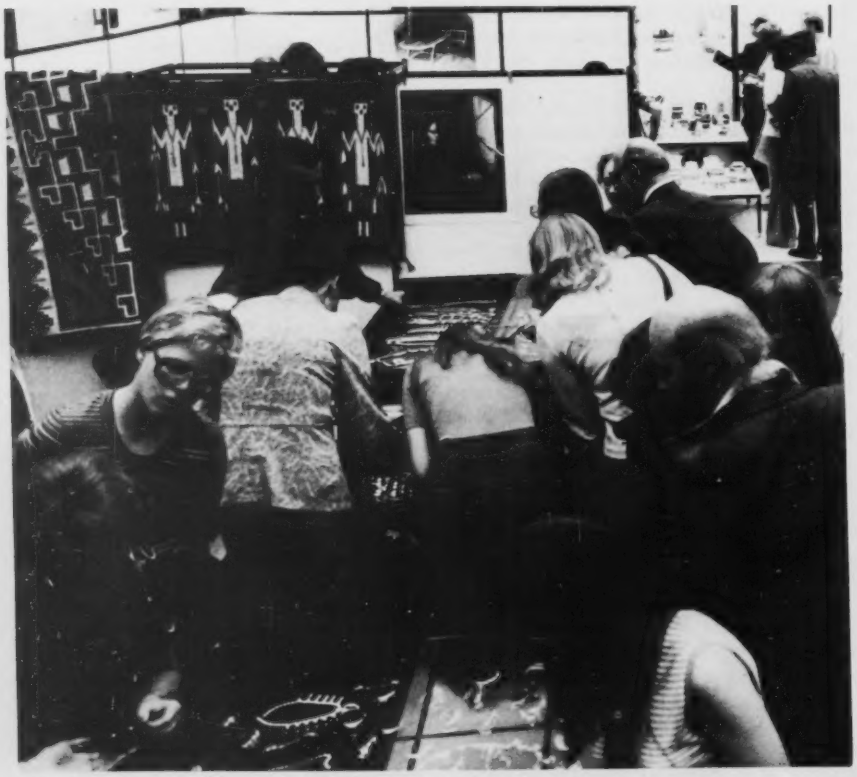
The largest increase proposed, $25.25 million, is by the Department of Commerce for increased efforts directed primarily toward reducing the economic and social impacts of natural disasters.

Improved forecasts planned

The Commerce Department's National Oceanic and Atmospheric Administration, which includes the National Weather Service and the National Environmental Satellite Service, proposes extending nationwide radar surveillance of severe weather and improving the dissemination of weather forecasts and warnings.

NOAA also includes priority efforts for streamlining field operations to reduce delays in warning dissemination, and preparing for an improved weather satellite capability.

Requested fiscal 1976 funding by the Department of Comerce includes $12.5 million to apply modern methods of data handling, display, and communications for automation of Field Operations and Services; $1.5 million to complete the NOAA Weather Wire Service to the mass media across the nation; $3.6 million to provide the basis for making radio broadcasts of weather warnings available directly to the public; $2 million planned for equipment to modify 22 Federal Aviation Administration traffic control radars in the western United States for remote transmission of weather data to weather offices; and $5.4 million for procurement of ground station equipment, instruments and spacecraft for the next generation of polar-orbiting spacecraft.



NATIVE AMERICAN HANDIWORK—*The American Indian Arts and Crafts Joint Export Establishment Program held in Frankfurt, West Germany, recently drew the second largest crowd in the Frankfurt Trade Center's history. Nearly 2,600 visitors bought more than $25,000 in off-the-floor sales, and contracted for an estimated $389,000 over the next year. The show also set a one-day attendance record for the Trade Center. As a result of a return-card campaign, a trade lead list of some 50 interested parties was developed for exhibitors.*

Seven Top Economists Named To Advisory Board

Seven of the country's leading business economists have been appointed to the Economic Advisory Board of the Department of Commerce. The Board, established in 1967, meets four times a year to advise the Secretary of Commerce on matters of economic policy. Its 16 members, who serve two-year terms, are from industry, commerce, labor, finance and academic institutions.

The new appointees are: Robert G. Dederick, senior vice president and economist, The Northern Trust Company, Chicago; David L. Grove, vice president and chief economist, IBM Corporation, Armonk, N.Y.; John W. Kendrick, professor of economics, George Washington University, Washington, D.C.; Saul B. Klaman, deputy executive vice president, National Association of Mutual Savings Banks, New York, N.Y.; Albert G. Matamoros, vice president and chief economist, Armstrong Cork Company, Lancaster, Pa.; Dean E. McKee, director, market economics, Deere and Company, Moline, Ill.; and Raymond Nargi, assistant treasurer, General Foods Corporation White Plains, N.Y.

Present board members

Other members, are: A. J. Ashe, vice president, B. F. Goodrich Co., Akron, Ohio; Donald R. Burrus, advanced economic planning, Texas Instruments, Inc., Dallas; Albert H. Cox, Jr., executive vice president and chief economist, Lionel D. Edie & Co., New York City; John V. Deaver, manager, economics department, Ford Motor Co., Dearborn, Mich.; and Stanley V. Malcuit, chief economist, Aluminum Co. of America, Pittsburgh.

Also Grant E. Medin, economic analysis and forecasting, Atlantic Richfield Co., Los Angeles; James L. Rich, director of commercial research, United States Steel Co., Pittsburgh; Michael Sumichrast, staff vice president and chief economist, National Assn. of Home Builders, Washington, D.C.; and Norman Weintraub, director of research, International Brotherhood of Teamsters, Washington, D.C.

MESBIC Spells More Profits To Minority Entrepreneurs

In just six short years, the Minority Enterprise Small Business Investment Corporations have increased to 74 around the country and have total private capitalization of $34.6 million. These funds can be matched with low-cost government loans to provide a basic pool of over $90 million in direct assistance to businesses owned by minority members, and these investments can trigger as much as $500 million in funding from conventional sources.

MESBICs are privately managed venture capital corporations chartered in one state and licensed to operate on a national scale by the Small Business Administration. They provide new sources of equity funding and long-term debt, as well as management assistance.

Commerce's Office of Minority Business Enterprise has the task of marketing the MESBIC program. OMBE encourages banks, community groups, corporations, religious organizations and individuals having the financial resources to form MESBICs and gain a profit themselves while insuring the availability of financial assistance for minority enterprises.

In the State of Louisiana, four unrelated MESBICs are beginning to amass an impressive list of accomplishments which will have far-reaching effects financially and economically for many Southern entrepreneurs.

Gulf South Venture Corp. and the Economic Development and Independent Community Training (EDICT) are located in New Orleans. The Southern Cooperative Development Fund, Inc., is located in Lafayette. And the Louisiana Venture Capital Corporation is based in Natchitoches. The four MESBICs have a combined portfolio of 21 ventures, eleven of them belonging to Gulf South. EDICT and the Louisiana Venture Capital Corp. were just recently licensed.

Gulf South Venture Corp. has invested in such diverse successful ventures as a radio station in Tampa, Fla., a string of community newspapers in small bayou towns, farming cooperatives around the South, auto dealerships and retail businesses. Plans are being drawn up to finance production of a film version of the Tony award winning Broadway play *The River Niger*. Gulf South's president and chief executive is Robert P. Aulston, III.

The Southern Cooperative Development Fund in Lafayette is oriented towards rural and minority farming activities. For example, Father A. J. McKnight, the Catholic priest who heads the Fund, reports that it has developed a specialized plan to assist a black-owned farm cooperative, the Grand Marie Vegetable Producers Co-op of Louisiana, in getting its produce to the Chicago market with the aid of a pre-cooling system.

Father McKnight believes that the key to profits lies in helping the rural farmer get to urban markets. To that end, the Fund is assisting more than 300 black farmers in Louisiana get to those markets. This, he said, could eventually help 10,000 families in a seven-state area in the South.

Another Catholic priest, Father Roger Morin, heads up EDICT. According to Father Morin, EDICT was organized to fund a program to train minorities from the New Orleans area, assisting them in business ventures which will cut the unemployment rate in the area.

The emphasis by this MESBIC will be on minimum skill, highly labor-intensive, nontechnical industries. As a nonprofit organization, EDICT will not duplicate any of the efforts of the other MESBICs in the area. Being fairly new, EDICT does not yet have investments, but it does have some firm commitments.

The final member of the group is the Louisiana Venture Capital Corp., headed by Ben D. Johnson. The Corporation invests mainly in traditional small business ventures. It currently has six investments in its portfolio, including a doughnut shop, a supermarket and two mortuaries.

In commenting on the activities and successes of MESBICs around the nation in general, and specifically in Louisiana, OMBE Director Alex Armendaris said, "The MESBIC program is one of the ways in which the Federal Government encourages the participation of private industry and private investors to assist disadvantaged Americans to own and develop their own businesses. Access to venture or expansion capital is a must for minority entrepreneurs. Historically, they have found such access difficult, if not impossible, to obtain. This program is working, and we are pleased that the MESBICs in Louisiana are setting a high pace in moving minority business opportunities into new focus in Louisiana."

MESBIC MATTERS—*Fr. A. J. McKnight discusses a plan to help rural farmers get their products to urban markets with a staff member at the Southern Cooperative Development Fund's headquarters in Lafayette, Louisiana, one of 74 MESBICs around the country.*

TOURISM BILL SIGNED—*President Gerald R. Ford shares a comment with Secretary of Commerce Rogers C. B. Morton during ceremonial signing of appropriation bill for Commerce's United States Travel Service on the White House lawn. The legislation establishes a $2.5 million ceiling on appropriation for domestic tourism promotion by USTS, and extends the agency's VISIT USA travel promotion programs abroad for another three years.*

Impact Of International Tourism On U.S. Regions Subject Of Study

Fourteen Eastern states received 39 percent of international visitors from the six primary tourist-generating countries to the United States and 32 percent of the tourist expenditures in 1974, according to a recent report by Commerce's United States Travel Service.

Destinations of International Visitors to the U.S.A. By Region—1974 outlines the countries of origin of international visitors to each of five U.S. regions, the economic importance of these visitors, and the contribution of international tourist expenditures in terms of tax dollars and number of jobs supported.

The USTS report concentrates on six countries—Canada, Mexico, Japan, the United Kingdom, West Germany and France—which account for 86 percent of all international tourists to the United States.

Findings of the USTS report include:

• Of the 12.1 million arrivals from the six countries, the East received 4.7 million; the South received 3.3 million; the Central Region received 1.4 million; the West received 3.4 million; and the Islands received 800,000.

• Canada was the leading source of international tourists to all regions with the exception of the Islands. Three-fourths of all visitors to the Islands—primarily Guam and Hawaii—were from Japan.

• Visitors from the three European countries studied went to the East (56-65 percent); to the Central Region (15-20 percent); to the South (10-25 percent); and to the West (25-32 percent).

• In 1974, international tourists from the six countries spent $930 million in the East; $840 million in the South; $207 million in the Central Region; $780 million in the West; and $380 million in the Islands.

• These expenditures represented $67 million in tax receipts for the East; $60 million for the South; $14.9 million for the Central Region; $56 million for the West; and $27 million in tax receipts for the Islands.

Copies of the publication are available at no cost from Office of Research and Analysis, United States Travel Service, U.S. Department of Commerce, Washington, D.C. 20230.

Sample Survey Report Outlines Mexican Travel Patterns

Eighty-seven percent of all Mexicans who vacationed outside their country in the past two years visited the United States, according to a recent study by Commerce's United States Travel Service, based on a national sampling survey among Mexican travelers.

Key findings of the study include:

—During 1974, Mexican residents made 1.8 million trips to this country, a 14 percent increase over 1973 arrivals.

—Average expenditure by Mexican travelers in the United States was $592.

—Destinations most frequently visited by Mexican visitors were cities in Texas and California (80 percent).

—Destinations most favored for future travel to the United States were New York, San Francisco, Disneyland and Washington, D.C.

—Sixty-eight percent of Mexican visitors came for vacations, 18 percent were visiting friends and relatives, and 9 percent were business travelers.

—More than half the Mexicans surveyed consider the United States as the best place to go for shopping.

—Mexican visitors to the United States were married (60 percent); over 30 years of age (33 percent); and from the middle income group (58 percent). The average length of stay in the United States was 15 days.

Copies of the report, *Highlights of a Study of Mexican Travel Habits and Patterns, Volumes 1 and 2*, are avilable at no cost from Office of Research and Analysis, United States Travel Service, U.S. Department of Commerce, Washington, D.C. 20230.

Mississippi Manufacturers Listed In New Directory

The 1975 Mississippi Manufacturers Directory has been published by the Mississippi Research and Development Center.

The directory provides a cross-indexed listing of information on over 2,000 Mississippi manufacturers. This information is arranged alphabetically, by product, and by geographic location, and includes the company name, employment, product by Standard Industrial Classification code, and home office.

Copies of the directory can be obtained from the Public Information Office, Mississippi Research and Development Center, P.O. Drawer 2470, Jackson, Miss. 39205 (601-982-6466). The directory is $15 in a three-ring vinyl binder. Checks or money orders should be made payable to Mississippi R&D Center.

Energy Efficiency Goals Set For 8 More Appliances

Eight types of household appliances and television sets have been added to the list for which energy efficiency goals have been proposed by the Department of Commerce. The appliances, and the proposed reductions in energy use, are: electric ranges, 10 percent; gas ranges, 30 percent; electric clothes dryers, 6 percent; gas clothes dryers, 12 percent; clothes washers, 10 percent; dishwashers, 18 percent; black and white television sets, 48 percent; and color television sets, 42 percent.

The overall goal of Commerce's Voluntary Program for Appliance Efficiency is a 20 percent reduction in the energy usage of new major home appliances and equipment by 1980, compared to their 1972 energy consumption. Achievement of these goals would save the equivalent of more than one half million barrels of oil a day by 1985.

Notices regarding these proposals were published in the *Federal Register* the second week in July, and comments were invited from interested parties.

These eight bring to 13 the number of categories of appliances for which energy reduction goals have been proposed. Other appliances and the proposed reductions are: room air conditioners, 22 percent; freezers, 25 percent; refrigerators and refrigerator-freezers, 30 percent; electric water heaters, 9 percent; gas water heaters, 25 percent.

Energy reduction goals have been developed as a result of comments and suggestions received in response to a previous *Federal Register* notice and meetings with appliance manufacturers at Commerce's National Bureau of Standards, which is supplying technical support.

Other agencies besides Commerce participating in the Voluntary Program for Appliance Efficiency include the Federal Energy Administration and the Office of the Special Assistant to the President for Consumer Affairs.

MORE CONVENIENT LOCATION—*The National Technical Information Service retail sales outlet in Washington, D.C., has moved from the main Commerce Department building down the street to Room 620, the Pennsylvania Building, 425 13th Street NW. (corner of Pennsylvania Avenue). The same services are available at this address as at the former one. The new location will give easier access to place or pick up an order, browse through best-seller reports and use NTIS reference material. The telephone number remains the same: 202-967-4349. Above right, Mary Sutton, manager of NTIS' Information Center and Bookstore, and, left, her assistant Gordonette Shorts are prepared to help locate wanted materials.*

New Communications System To Be Tried On Inland Waterways

The Maritime Administration and Waterway Communications System, Inc., of Washington, D.C., will share the $1.3 million cost of establishing a prototype communication system for vessels operating on the lower Mississippi River.

The new system is expected to contribute to safer, more dependable and more economical commercial water transportation on U.S. rivers. Plans are being made now in anticipation of a doubling by the end of the century of the present 600 million tons of cargo moved annually on U.S. rivers by barges and towboats.

The system concept, which combines VHF-FM radio contact and leased telephone lines, was developed last year under a research project jointly funded by Commerce's MarAd and the inland waterways industry.

During the first phase of the project, eight VHF-FM stations will be constructed at strategic points along the Mississippi River between Cairo, Ill., and Baton Rouge, La., and VHF radio equipment will be installed aboard 25 river vessels. A telephone switching center will automatically route calls between vessels and offices via leased telephone lines.

A one-year test of the system is expected to begin in September 1976. Following the initial trial period, recommendations will be made concerning the feasibility of expanding the system to include all U.S. navigable waterways.

One In Four 1974 Housing Units Built As Condominium

Of the 1,338,000 new privately-owned housing units started in 1974, 628,000 were being built for sale. Slightly more than one out of four of these were intended for condominium ownership, according to Commerce's Bureau of the Census.

About 130,000 of the condominium units were in multi-unit buildings and accounted for almost 30 percent of the starts in these structures. The 46,000 single family condominiums were slightly less than 10 percent of all one family homes intended for sale.

In 1974, the largest number of housing units started for condominium ownership were in the South, comprising two out of every five starts. Of those built for sale in the West, 36 percent were intended for condominium ownership, the highest percentage of the four regions. The lowest proportion of condominium units was in the North Central region.

Recycling Conference Considers Question Of Taxes, Transportation

Tax incentives and equal transportation rates for recycled goods took the spotlight at Eco-Technic V, the fifth annual recycling conference held in Washington, D.C., this month under the sponsorship of the National Association of Recycling Industries and ten other associations and government agencies.

In addition to plenary sessions on federal legislation and Environmental Protection Agency policies and their impact, the 300 industry, government and environmental attendees also joined in panel sessions on the economic and technical problems of municipal waste, and use of recycled materials in the metals, paper, textiles and glass industries.

M. J. Mighdoll, executive vice president of NARI, said that the potential use of recycling for resource recovery would remain largely unfulfilled until several restraints are removed. To this end, he identified a need for: tax incentives similar to those presently enjoyed by the virgin materials industries; transportation policy to give an equal rate for transport of recycled goods; and changes in governmental policies that presently call for use of virgin goods only.

Mighdoll cited the danger of allowing the general public to forget about the need for recycling during a slack period, such as that in effect for the past year or so. For example, once people have been trained to separate their trash for different collections, they will become disillusioned if told it is no longer necessary to do so because the price of waste paper has gone down.

Mighdoll sees a need for federal legislation as soon as possible, and noted that tax incentive and transportation rate equalization legislation are now pending in Congressional committees.

Other issues discussed included:

- Whether future recycling systems will require energy conversion from residues to be viable.
- Since some Federal Government policies favor virgin materials, is it sufficient to merely remove this favoritism, or should the government now actively favor recycled products?
- Should manufacturers of products with high disposal costs or which constitute a health threat be required to absorb the attendant costs themselves?
- Should the government intervene when the short-term outlook for a given resource is adequate, but the long-term outlook indicates shortages or overdependence on foreign suppliers?
- In view of the great expense of recycling equipment, can financing be made more attractive to encourage construction of more recycling plants through such devices as loan guarantees and tax-exempt bonds?
- Can the American people be educated to change their lifestyles and be less wasteful of natural resources?

Other sponsoring organizations were: Council of State Governments, National Association of Counties, National League of Cities, The League of Women Voters, U.S. Conference of Mayors, U.S. Defense Supply Agency, U.S. Department of Commerce, U.S. Department of the Interior, U.S. Environmental Protection Agency and U.S. General Services Administration.

N.Y. Sessions Will Detail Federal, State Government Services To Businessmen

A series of conferences to acquaint New York business executives with sources of domestic business assistance within the Federal and state governments has been scheduled for the fall, according to Abner Fein, deputy director of Commerce's New York District Office.

Participating government units will include the U.S. Small Business Administration, Office of Minority Business Enterprise, New York State Department of Commerce and the U.S. Department of Commerce.

"The purpose of these meetings is to educate the local businessman concerning the services available to him from the respective government agencies," Fein said. "Among the programs to be detailed are low interest business loan programs, business and economic research facilities and free business counseling services, as well as special programs available for minority-owned businesses."

The dates and locations of the meetings are: Binghamton, Sept. 9; Norwich, Sept. 10; Oneonta, Sept. 11; New Rochelle, Sept. 16; Mt. Vernon, Sept. 17; White Plains, Sept. 18; Watertown, Sept. 23; Cortland, Sept. 24; Albany, Oct. 7; Schenectady, Oct. 8; Troy, Oct. 9; Nassau, Long Island, Oct. 14; Rome, Oct. 21; Utica, Oct. 22; Gloversville, Oct. 23; Port Jervis and Middletown, Nov. 5; Kingston and Poughkeepsie, Nov. 6; Beacon and Newburgh, Nov. 7; and Suffolk County, Nov. 12.

Calendar For Businessmen

Aug. 28-29—Chicago—Consumer Energy Workshop sponsored by FEA's Office of Consumer Affairs and Special Impact. Contact: Gerry Jackson, 202-964-4781.

Sept. 7-9—Ipswich, Mass.—On-Line Information Storage and Retrieval Systems, IGC Conference Center. For information, Institute for Graphic Communication, 375 Commonwealth Ave., Boston, Mass. 02115 (617-267-9425).

Sept. 7-12—Hanover, N.H.—2nd annual SBANE Executive Seminar, Dartmouth College. For information, Small Business Assn. of New England, 69 Hickory Dr., Waltham, Mass. 02154 (617-890-9070).

Sept. 8-10—Washington—Transactional Management seminar, Georgetown Univ. For information, Ms. Betsy Girton, School for Summer and Continuing Education, Georgetown Univ., Washington, D.C. 20057 (202-625-3001).

Sept. 10-12—New York—Financing & Development of Commercial & Resort Hotels, New York Sheraton Hotel. For information, Practising Law Institute (212-765-5700).

Sept. 11-12—New York—Remedies for Breach of Contract seminar, New York Sheraton Hotel. For information, Practising Law Institute (212-765-5700).

Sept. 14-19—Pacific Grove, Calif.—4th Conference on Productivity Improvement in the Service Sector of the National Economy, Asilomar Conference Center. Sponsors: Commerce's National Bureau of Standards and the Engineering Foundation. For information, The Engineering Foundation, 345 East 48th St., New York 10017.

Sept. 22-24—Chicago—5th International Symposium on Industrial Robots, Illinois Institute of Technology Research Institute. For information, Society of Manufacturing Engineers, 20501 Ford Rd., Dearborn, Mich. 48128.

Sept. 24-26—Philadelphia—The American Apparel Mfrs. Assn. Convention/Bobbin Show, Civic Center. For information, AAMA, 1611 N. Kent St., Arlington, Va. 22209 (703-524-1864).

Sept. 24-26—Washington—Effective Administrative Writing, Georgetown Univ. For information, Ms. Marie Skogland, Continuing Management Education—SSCE, Georgetown Univ., Washington, D.C. 20057 (202-625-4353).

Sept. 29-30 — Washington — Improving Managerial Skills, Georgetown Univ. For information, Ms. Marie Skogland, Continuing Management Education—SSCE, Georgetown Univ., Washington, D.C. 20057 (202-625-4353).

States, Associations Sharpen Trade Mission Techniques In New Competitive Climate

Today's corporate belt-tightening is having a two-fold effect on the export promotion technique known as the trade mission. On the one hand, travel budgets are being squeezed; on the other, pressures are increasing to explore every possible market, foreign as well as domestic. The resultant message to such trade mission sponsors as state industrial development agencies and national trade associations is: keep sending the missions out, but make every travel mile count.

By recent records, more than half the U.S. states had conducted trade missions abroad. Many have repeated these ventures. The trade associations have been similarly active. One has just completed its 12th mission in the past five years.

The Commerce Department, which sends its own trade missions from Washington, has a program of assistance for those of the states and associations. It calls these IOGAs—Industry-Organized Government-Approved—and offers them help both from within its own staff and through the economic or commercial officers of the U.S. Foreign Service. Such assistance takes various forms: market information and research, targeting of itineraries, arrangement of appointments and aid in follow-up efforts.

Over the years the IOGA missions have had a variety of goals: exposure of member companies to new markets, immediate sales, longer-term negotiation of contracts, appointment of agents or distributors, licensing arrangements, broad recognition in a given market.

The sponsoring organization may have its own objectives in organizing missions. Heightened member interest and greater unity often develop through shared participation in a challenging activity. This applies not only to those who serve directly as mission members, but to fellow members who observe the results.

The mission technique is held to be especially valuable at the current time as a means of gaining entree to markets that are relatively inaccessible to individual exporters—those in Eastern Europe or in the Middle East, particularly. Here the officials who have the power to make purchasing decisions often can be difficult to reach except on a prestige basis. Trade missions can open doors that otherwise stay closed, or are never located.

In one recent example, the Mississippi Mid-East Trade Mission had the personal leadership of Governor William Waller. During the 20-day venture, the Governor and Mississippi executives undertook more than 600 appointments with trading counterparts and key government officials. Governor Waller is estimating that the mission will add "a minimum of $200 million" to sales of his state's products. Follow-up contacts are now being systematically pursued. Considering the rapid growth markets that are involved, the total upshot over the coming months may be considerably greater than the early estimate.

The Mississippi Marketing Council, trade promotion arm for that state, has been in existence for a decade. It is operating a European office in Brussels, and has conducted five trade missions. Council secretary Paul Fugate spoke of the role of the trade mission in this program: "The IOGA mission concept can play a prominent part in the development of overseas markets since its aim is to target those products or services marketable in a specific area."

An element common to all successful missions, and getting renewed attention now, is the great amount of detailed planning that goes into them. This includes the work that is done in the early exploratory stages right through to the completion of the actual visit and into the follow-up efforts.

Groups on the regional, state or industry-wide level that are considering adding the Industry-Organized Government-Approved trade mission to their lineup of export promotion techniques should contact Mrs. Wanda Ale, Office of International Marketing, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230, telephone 202-967-4511.

Jim Conner of the American Yarn Spinners Association emphasizes the need for care in planning and warns against complacency in this connection. Out of his experience he advises: "The industry organizer and the mission members must do their homework in advance. Persons looking for a vacation should be discouraged early in the game. Only those who are willing to put the time and effort into a well-planned schedule should participate. These missions should be put together with all the care and detail that go into a presentation for an important domestic account."

Focusing on research

The research aspects of mission preparation have been noted by Thomas Slattery of the Illinois Department of Business and Economic Development, who urges that information be gathered at every level, local, state and national:

"The scope of programs and degree of expertise vary from state to state, but all can give direction to the interested manufacturer. Many of the states now have overseas offices to further aid in expanding sales of their firms. In addition to state agencies, many Chambers of Commerce, industry associations and international trade organizations can provide assistance and advice," Slattery points out. "The state agencies, as well as the other groups, do not compete with the federal programs. In fact, there is close cooperation both with the Department of Commerce in Washington, and with that Department's District Offices."

Slattery has found that putting together a solid grid of marketing information from all available sources has paid off. A May trade mission from Illinois to Eastern Europe is reporting a 12-month sales projection of $18 million, and a 24-month projection of $39 million.

An interesting attribute of the trade mission is that it builds upon itself. The experience gained in one can often be used to good advantage in the next. Repeat missions may be scheduled in different areas of the world, or in the same areas for other products or services. Assessments from previous missions can deter-

STATE MISSION—*Governor William Waller of Mississippi (center), and Paul Fugate of the Mississippi Marketing Council, during the state's recent Mid-East Trade Mission talked with the President of the Kuwait Chamber of Commerce (above) and many other key officials.*

mine new patterns of recruitment, targeting or scheduling.

James A. Gray of the National Machine Tool Builders' Association, a multiple mission sponsor, relates some of the sharp increases in U.S. exports of machine tools to the results obtained by his group's trade missions.

Gray offers this summary of trade mission activity in his field: "U.S. exports of machine tools have increased from $260 million in the early 1970s to the present level of $370 million and a significant part of that increase occurred in markets visited by our missions. During the past five years the NMTBA has organized 12 IOGA missions which covered 10 countries. Most member firms participating are extremely pleased with the results achieved, both in terms of initial contacts and sales and in terms of long-term sales expansion prospects. The market research information and direct business services available from the Commerce Department and the Foreign Service are extremely valuable to experienced exporters and, it seems to us, essential to the success of efforts of new-to-market and new-to-export firms attempting to compete in overseas markets. Our judgment is based upon several years of practical experience in assisting member firms of varying degrees of sophistication in export marketing."

James H. Havey of the Texas Industrial Commission has summed up the experience of Texas firms he has organized into three IOGA missions in the past three years. These groups visited eight countries, and the planning and follow-up were carried out in close cooperation with the Commerce Department and the U.S. Foreign Service.

"Tangible results of our practice of following the basic principles of thorough market research," he comments, "are reflected in the sales projections of our recent missions to the Near East and to Eastern European countries: for the Near East, $25 million, and for two missions to Eastern Europe, $90 million."

The amount of immediate orders obtained by a mission does not always accurately reflect the longer impact of an individual member firm's successful penetration of an important and growing market abroad. Nevertheless, some of the initial returns can demonstrate the effectiveness of a well-organized approach to the targeted markets by new-to-export and new-to-market firms.

Dean Arbuckle, director of the Iowa State mission to Eastern Europe, emphasized this in remarking, "Our main objectives were accomplished in making the contacts which should provide opportunity to continue activity in these new markets, in addition to sparking agreements for more than $8 million in trade next year—and that is a conservative estimate."

Douglas Dashner, State of Iowa Development Commission, stated that "due to repeat trips and negotiations as a result of this initial mission, contracts are estimated at between $30 and $35 million." Dashner added that further residual results of this mission were visits to the United States by foreign trade officials that have resulted in other contracts for sales.

Summarizing the results of a forest products machinery mission to the Far East, Mission Director Alan Nordell of the Department of Commerce and Economic Development of the state of Washington reported that "Pacific Northwest forest products machinery firms recently returned from a Pacific Northwest International Trade Council mission to Southeast Asia and Australia."

Six firms from Washington and five from Oregon participated. In terms of sales, the 11 firms expect about $2 million total over the next 12 months. "In terms of knowledge gained in product testing, market research, and contracts obtained, the mission was a thorough success for all," Nordell comments.

From these representative examples it is apparent that the success of states and trade associations in the use of the IOGA mission technique is due largely to rigid adherence to the basic principles of market research. These principles include careful pinpointing of growth markets, establishing direct contacts with both private and public persons in decision making positions, recruiting qualified agents and developing sales programs that are adaptable to changing economic conditions.

TRADE ASSOCIATION MISSION—*An earlier group, from the American Apparel Manufacturers Association, during visit in Hong Kong displayed samples for prospective customers.*

Official Trade Briefs

This article is another in a series of reports that describes actions affecting world trade, as compiled by the Legislative and Tariff Policy Division of the International Economic Policy and Research Staff's Office of International Trade Policy.

THE PRESIDENT

The U.S.-Romanian Trade Agreement went into effect on Aug. 3 with the exchange of formal acceptance documents and protocols by President Ford and Romanian President Ceausescu in Sinaia, Romania. The Agreement grants most-favored-nation status to Romania and is expected to greatly facilitate trade between the two nations. It also provides safeguards against market disruption to domestic industry.

Also, the President signed a Proclamation removing the temporary quantitative limitation on the importation into the United States of certain live cattle, swine and pork from Canada. This action was in response to Canada's simultaneous removal of restraints on the importation of cattle from the United States into Canada. Both actions became effective Aug. 7. At this time U.S. restraints on imports from Canada of beef and veal remain in effect. Canada continues to maintain restrictions on the importation of meat.

On June 30, the President signed H.R. 7709, which provided for the continuance for a temporary period of the existing suspension of duty on certain istle.

CONGRESS

Committee Hearings—Senate: The Committee on Finance began hearings July 10 on H.R. 6860, providing a comprehensive rational energy conservation and conversion program. The hearings continued throughout July. The Committee has not completed consideration of the bill, but no further meeting dates were announced.

The Committee on Foreign Relations continued hearings on S. 1907, providing for U.S. participation in the Financial Support Fund which provides short to medium-term financing to participating members of the Organization for Economic Cooperation and Development (OECD) which may be faced with extraordinary financing needs.

Committee Hearings—House: The Subcommittees on International Trade and Commerce and International Organizations of the Committee on International Relations continued to hold joint hearings on the U.S. trade embargo of Cuba. The Subcommittee on International Development Institutions and Finance of the Committee on Banking, Currency and Housing held an overnight hearing on U.S. participation in the African Development Fund and the Inter-American Development Bank. The Subcommittee also held a hearing on H.R. 8905, providing for increased participation by the United States in the Inter-American Development Bank. The Subcommittee on International Trade, Investment and Monetary Policy of the Committee on Banking, Currency and Housing held hearings on U.S. policy on international commodity agreements. The Subcommittee on Seapower and Strategic and Critical Materials of the Committee on Armed Services concluded hearings and ordered unfavorably reported to the full committee H.R. 1287, amending the United Nations Participation Act of 1945 to halt the importation of Rhodesian chrome. The Committee on Agriculture was briefed on the progress on the Multilateral Trade Negotiations by Ambassador Frederick B. Dent, Special Trade Representative.

Bills Reported—Senate: The following bills were reported to the Senate: H.R. 7710, providing duty free treatment of watches and watch movements manufactured in any insular possession of the United States if foreign materials do not exceed 70 percent of the value of such items; H.R. 5884, authorizing funds for fiscal years 1976 and 1977 for the operation of the Council on International Economic Policy; H.R. 7715, extending until June 30, 1978, the period during which certain dyeing and tanning materials may be imported free of duty; and H.R. 7706, suspending the duty on natural graphite until June 30, 1978.

The Committee on Commerce ordered favorably reported to the Senate S. 868, providing for minimum ocean rates by non-national or third-flag common carriers (by water) operating in the foreign commerce of the United States.

Bill Reported—House: The Committee on International Relations has reported favorably to the House H.R. 1287, as amended, to amend the United Nations Participation Act of 1945 to halt the importation of Rhodesian chrome.

Bills Passed—Senate: The Senate on July 15 passed H.R. 7728, providing for the temporary suspension (until Oct. 3, 1975) of the duty on catalysts of platinum and carbon imported for use in producing caprolactum. On July 16 the Senate passed H.R. 7716, providing for the temporary suspension (until June 20, 1978) of duties on zinc-bearing materials, and H.R. 7731, providing for temporary suspension (until June 30, 1975) of the duty on open-top hopper cars exported for repairs or alterations. H.R. 7710, relating to duty-free treatment of watches and watch movements, was also passed by the Senate on Aug. 1.

The Senate also passed on July 25 S. Concurrent Resolution 35, expressing Congressional approval of a bilateral commercial agreement between the United States and Romania, thereby making Romania eligible for most-favored-nation status under the U.S. tariff laws. In conjunction with this resolution, the Senate passed S. Resolution 219 expressing the sense of the Senate that the President certify to Congress that he will terminate any waiver when Romania engages in any acts of harrassment and discrimination described in Section 409 of the Trade Act of 1974 dealing with the freedom to emigrate to join a very close relative in the United States. (see The President).

The Senate also confirmed the nominations of James A. Baker, III, to be Under Secretary of Commerce, and Travis E. Reed, to be Assistant Secretary of Commerce.

Bills Passed—House: Concurrent Resolution 252 approving the extension of nondiscriminatory treatment to the Socialist Republic of Romania was passed. (see The President).

New Legislation: Since the opening of the 94th Congress, 420 trade and related bills have been introduced. Bills not previously reported in this column include: H.R. 8279, to amend the Tariff Act of 1930 in regard to **iron pipe fittings;** H.J.Res. 553, to provide a reporting system to Congress on sales of **wheat** to the USSR by private business establishments in the United States; S. 2037, to continue until June 30, 1978, the existing suspension of duties for **metal scrap;** S. 2046, to amend the Internal Revenue Code of 1954 to provide tax incentives for the manufacture, importation, and purchase of **automobiles** which use fuel efficiently; S. 2064, to amend the Export-Import Bank Act of 1945 to authorize the President to suspend credits for exports to certain countries; S. 2111, to amend the United Nations Participation Act of 1945 to halt the importation of Rhodesian **chrome;** S. 2118, to amend the Tariff Schedules of the United States to provide a temporary suspension of the duty on certain **fig pastes;** S. 2137, to provide for the entry of nonregional members, the Bahamas and Guyana, in the Inter-American Development Bank; S. 2215, to amend the Tariff Schedules of the United States with respect to certain **footwear;** S. 2223, to provide for increased participation by the United States in the Inter-American Development Bank; H.R. 8654, to amend the Tariff Schedules of the United States to provide for the duty-free importation of **loose glass prisms** used in chandeliers; H.R. 8674, to declare a national policy of converting to the **metric system** in the United States, and to establish a United

States Metric Board to coordinate the voluntary conversion to the metric system; H.R. 8767, to make changes in the treatment of **foreign income,** to promote the development of an open, nondiscriminatory, and fair world economic system, and to stimulate the economic growth of the United States; H.R. 8905, to provide for increased participation by the United States in the Inter-American Development Bank, and to provide for the entry of nonregional members and the Bahamas and Guyana, in the Inter-American Development Bank; H.R. 8914, to amend the Buy American Act to provide that the price of domestic goods shall not be deemed unreasonable unless it exceeds the price of foreign goods by more than 50 percent; H.R. 8915, to amend the Export-Import Bank Act of 1945 to authorize the President to suspend credit for exports to certain countries; H.R. 9017 to amend the Export Administration Act of 1969 to require review by the Secretary of Commerce and the Congress of certain grain export contracts; H.R. 9036, to suspend until July 1, 1978, the duty on certain iron or steel strips used in the manufacture of razor blades; H.R. 9206, to authorize the Secretary of Commerce to engage in certain small business export expansion activities; H.R. 9220, to modernize and simplify customs procedures; H.R. 9260, to require prior approval by the Secretary of Agriculture on the export of certain grains; and H.R. 9283, to amend the Commodity Credit Corporation Charter Act to provide the highest possible prices in foreign markets for American agricultural producers and to assure a reliable supply of raw agricultural commodities to foreign purchasers.

INTERNATIONAL TRADE COMMISSION

Section 201: Import Relief Cases: Following receipt of a petition filed by Cigar Leaf Tobacco Foundation, Inc., Quincy, Florida, the Commission instituted an investigation to determine whether **wrapper tobacco, not stemmed or stemmed,** is being imported into the United States in such increased quantities as to be a substantial cause of serious injury, or the threat thereof, to the domestic industry producing an article like or directly competitive with the imported article. A like investigation was initiated concerning **asparagus, fresh chilled, frozen or otherwise, prepared or preserved,** following the receipt of a petition filed by the California Asparagus Growers Association, Inc., Stockton, Calif., the Washington Asparagus Growers Association, Sunnyside, Wash., and certain unaffiliated California growers. These are the third and fourth import injury investigations instituted under provisions of the Trade Act of 1974.

International Agreement Investigations: At the request of the Senate Committee on Finance, the Commission instituted investigations pursuant to section 332 of the Tariff Act of 1930 on the U.S./Canadian Automotive Agreement as implemented under the Automotive Products Trade Act of 1965. The investigation will focus on the Agreement's impact on U.S. and Canadian trade, employment, production, balance of payments, capital flows, and investment patterns. Another fact-finding investigation was instituted by the Commission on the experience of the United States with international commodity agreements. (see Commodities, U. S. Study).

Dumping Cases: The Commission announced that an industry in the United States is not being or is not likely to be injured, or is not prevented from being established, by reason of imports from the United Kingdom of **lock-in amplifiers and parts thereof.** Having received advice from the Treasury Department that **vinyl clad fence fabric** from Canada is being, or is likely to be, sold at less-than-fair value, the Commission instituted an investigation under section 201a of the Antidumping Act of 1921 to determine whether an industry in the United States is being or is likely to be injured, or is prevented from being established, by reason of the importation of such merchandise into the United States.

Section 337: Unfair Import Practices Cases: The Commission instituted an investigation based on a complaint alleging unfair methods of competition and unfair acts in importation and sale of **record players incorporating straight line tracking systems.** The complainants, Harmon-Kardon, Inc., Plainview, Long Island, N.Y. and Jacob Rainbow, Bethesda, Md., have named Bang & Olufsen a/s Steven, Denmark, Bang & Olufsen of America, Inc., Elk Grove Village, Ill., and High Fidelity House, Pasadena, Calif., as importers of the subject product. The Commission also instituted an investigation based on a complaint alleging unfair methods of competition and unfair acts in the importation and sale of **Volkswagen, Audi, and Porsche 914 automobiles containing monolithic catalytic converters and of replacement convertors therefor.** The complainant, Englehard Minerals and Chemicals Corp., New York, N.Y., has named a number of firms as importers of the subject products.

Pursuant to sections 337(c) and (e) of the Tariff Act of 1930, the Commission will hold public hearings in connection with the investigation concerning **Eye Testing Instruments Incorporating Refractive Principles** on Aug. 26 at the U.S. International Trade Commission Building in Washington, D.C.

TREASURY DEPARTMENT

Countervailing Duty Cases: The Department has made preliminary determinations that bounties or grants are being paid on exports to the United States of Mexican **asparagus,** Swiss **cheese** (Emmenthaler and Gruyere), Korean **footwear** and Belgian and Italian **float glass.** The Department has also made preliminary determinations that exports to the United States of Mexican **carbon steel and high strength steel plate,** Indian **cast iron soil pipes,** Taiwan **footwear** and Indian **textiles** are not being supported by bounties or grants. A final determination in each of these cases must be issued by Jan. 15, 1976.

Dumping Cases: The Department announced that **vinyl clad fence fabric** from Canada is being, or is likely to be, sold at less-than-fair value within the meaning of the Antidumping Act of 1921, as amended and a "Withholding of Appraisement Notice' was issued. The case has been referred to the International Trade Commission for a determination on injury to U.S. industry. Appraisement is also being withheld on **rechargeable sealed nickel-cadmium batteries** from Japan pending a Treasury determination as to whether they are being sold at less-than-fair value.

Antidumping investigations have been instituted on **ski bindings and parts thereof** from West Germany, Austria, and Switzerland; on **hollow cored ceramic brick and tile** from Canada; and on **acrylic sheet** from Japan.

The Department has issued proposed revisions of the antidumping regulations. The revisions are designed to ensure that the Antidumping Act, as amended by the Trade Act of 1974, continues to be effective in defending U.S. industry against unfair international trade practices, while at the same time providing complete fairness in antidumping investigations.

COMMERCE DEPARTMENT

Adjustment Assistance — Firms: The Department certified Town and Country Shoes, Inc., St. Louis, Mo., Algy Shoes, Inc., Everett, Mass., and Welpro, Inc., Seabrook, N.H., eligible to apply for adjustment assistance under the Trade Act. The three firms are manufacturers of **women's footwear.**

LABOR

Adjustment Assistance—Workers: The Department certified approximately 18,000 workers at five Chrysler Corp. auto plants in Michigan and Missouri as eligible to apply for trade adjustment assistance under the Trade Act of 1974. The Department found that the workers have been or may become unemployed as a result of increased imports of automobiles and parts. The certified workers were employed at the following plants: Mound Road Engine Plant and Lynch Road Assembly Plant, both in Detroit, Mich.; Trenton Engine Plant, Trenton, Mich.; Lyons Trim Plant, Lyons, Mich.; and St. Louis As-

sembly Plant, Fenton, Mo. The certification was granted after a thorough investigation by the Department which indicated that increased imports contributed importantly to the absolute decline in sales and production and the total or partial separation of a significant number of workers at the plants. The Department denied petitions for adjustment assistance filed on behalf of approximately 23,000 other Chrysler Corp. employees at the Detroit Trim Plant and Jefferson Assembly Plant, both in Detroit, Mich., Hamtramck Assembly Plant, Hamtramck, Mich., Newark Assembly Plant, Newark, Del., and Belvidere Assembly Plant, Belvidere, Ill.

Workers of the following firms also have been certified as eligible for adjustment assistance: approximately 100 workers of American Girl Fashions, Inc., Braintree, Mass. (**women's footwear**); app. 2,000 workers of General Electric Co. (GE), Portsmouth, Va. (**television receivers**), GE, Decatur, Ill., GE, Utica and Syracuse, N.Y. (**phonographs and radio-phonograph combination sets**); app. 200 workers of Mavest, Inc., and Modern Mfg. Corp., Timonium, Md. (**men's and boys' sport coats**); app. 85 workers of Rosia Shoe, Corp., Portage, Pa. (**women's footwear**); app. 400 workers of GTE Sylvania, Batavia, N.Y. (**flybacks (horizontal output transformers) for television receivers**); and app. 800 workers of Rohr Industries, Inc., Chula Vista, Calif. (**parts and subassemblies for aircraft nacelles**).

The Department denied petitions for adjustment assistance filed on behalf of app. 300 workers of Wurlitzer Co., North Tonawanda, N.Y. (**electronic organs**); app. 135 workers of Northland Shoe Corp., Fryeburg, Maine (**uppers for women's footwear**); and app. 225 workers of Manhattan Shirt Co., Ashburn, Ga. (**men's shirts and pajamas**).

Investigations—Workers: Investigations to determine eligibility for trade adjustment assistance were instituted on behalf of workers of the following companies: Singer Co., Friden Business Machines Division, San Leandro, Calif. (**cable assemblies**); V-M Corp., Benton Harbor, Mich. (**record changers, tape recorders and phonographs**); Harley-Davidson, Inc., Milwaukee, Wis. (**motorcycles, snowmobiles**); Ion Capacitors Corp., Columbia City, Ind. (**aluminum electrolytic capacitors**); Warwick Electronics, Inc., Covington, Tenn. (**color television receivers**); SFK Industries, Inc., Altoona, Pa. (**ball and roller bearing components**); Globe Union, Inc., Centralab Division, Milwaukee, Wis. (**electronic components**); Borg-Warner Corp., Marvel/Scherbler Tillotson Division, Toledo, Ohio (**carburetors for chainsaws**); Martin Marietta Aerospace, Denver, Colo. (**space hardware**); Electro-Motive Corp., Willimantic, Conn. (**variable mica capacitors**); Florsheim Shoe Co., Chicago, Ill. (**men's footwear**); Westminster Corp., Md. (**children's footwear**); Aimon Elevator Co., Woodside, N.Y. (**elevators and parts**); Wilson Sporting Goods Co., Tullahoma, Tenn. (**baseballs and softballs**); Control Data Corp., Casper, Wyo. (**computer components**); Mid-American Dairymen, Inc., Springfield, Mo. (**dairy products**); Airco Electronics, Bradford, Pa. (**carbon resistors, shielded coil and capacitors**); Sheller Globe Corp., Portland, Ind. (**steering wheels and other auto parts**); Garland Corp., Brockton, Mass. (**women's sportswear**); International Shoe Co., Washington, Mo. (**men's, women's and children footwear**); General Motors Corp., Packard Electric Division, Warren, Ohio (**wire harnesses for autos and components**); SKF Industries, Inc., Hanover Bearing and Nice Bearing Divisions, Hanover, Kulpsville and Philadelphia, Pa. (**ball, roller, and spherical bearings**); L. J. O'Neill Shoe Co., St. Louis, Mo. (**women's footwear**); M. B. Associates (New York operations), Brooklyn, N. Y. (**chaff and fiber glass**); Consolidated Cigar Corp., West Pittston, Pa. (**cigars**); Tricnit Industries, Inc., New Ipswich and Franklin, N. H. (**knitted fabric**); General Motors Corp., Delco Products Division, Rochester, N. Y. (**electric motors for motor vehicle accessories**); Western Supplies Co., St. Louis, Mo. (**cutting dies**); Progressive Service Co., St. Louis, Mo. (**shoe cutting dies**); Florsheim Shoe Co., New Athens, Ill., Jackson International Shoe Factory, Jackson, Mo., Hamilton Shoe Co., St. Louis, Mo., Clayton Shoe Co., Corning, Ark. (**women's footwear**); The Rockmore Co., Inc., St. Louis, Mo. (**shoe bows, ornaments, and strippings**); Dunbar Shoe Pattern Co., St. Louis, Mo. (**shoe patterns**); Davidson Rubber Co., Dover and Farmington, N. H. (**auto parts**); Bendix Corp., Guidance Systems Division, Denver, Colo. (**space hardware**).

Multilateral Trade Negotiations

This article is another in a series of reports on preparations for and notable developments in the multilateral trade negotiations, as prepared by the Commerce Department's Office of International Trade Policy.

GENEVA

Top-ranking officials of the world trading community met in Geneva July 15-16 to attend the fifth meeting of the **Trade Negotiations Committee** (TNC) of the General Agreement on Tariffs and Trade (GATT). The TNC is charged with the overall supervision of the ongoing round of Multilateral Trade Negotiations (MTN). The last meeting of the TNC in February 1975 signaled the beginning of the bargaining stage of the MTN.

TNC Chairman (and GATT Director-General) Olivier Long convened this session of the TNC to assess the status of work undertaken in the negotiations since last February, as well as to plan MTN work for the rest of 1975. In addition, the TNC received progress reports from the chairmen of each of the six negotiating groups (Tariffs, Nontariff Measures, Agriculture, Tropical Products, Sectors and Safeguards) established at the February TNC meeting.

The U.S. delegation to the TNC meeting was led by Ambassador Frederick B. Dent, the President's Special Representative for Trade Negotiations. Ambassador Dent, in his opening statement, cited the need for the negotiators to look to a better future beyond the current worldwide economic difficulties with an eye toward negotiating changes that will take effect over a number of years. He noted that this forward view will necessitate a high level of political support for the MTN by the participating countries.

Ambassador Dent described the negotiations as a place "where practical work on trade issues gets done." To that end, he voiced what became one of the major themes of the meeting—the need for the negotiating groups and subgroups to identify interim concrete results by which MTN participants can measure progress achieved toward the attainment of the negotiating objectives. These objectives were outlined in the 1973 Tokyo Declaration, which formally initiated the present round of trade negotiations.

Mr. Dent envisioned that these interim results might take many different forms—e.g., the framework for negotiations in a specific area; a set of detailed objectives; a draft text with bracketed language; a partial, interim or ad referendum agreement; or, in some cases, implementation of agreed measures before the end of the MTN. Ambassador Dent urged a major effort by the MTN delegations to work toward the achievement of interim results when designing the fall work schedule.

Spokesmen for the less developed countries (LDCs) registered sharp disappointment at what they considered to be the "slow" progress of the MTN when assessed in terms of the development of differential measures favoring LDCs. The first five months of active negotiating in Geneva has caused some disillusionment among the developing countries concerning the prospects for a rapid definition of such differential treatment, which these developing nations consider to be the basis for their continuing MTN participation.

Several of the developed countries stated their resolve to move flexibly and energetically in their treatment of LDC questions. For the United States, Ambassador Dent stressed the necessity to strengthen the economic ties among developed and developing nations, giving special emphasis to the Tokyo Declaration objective of enhancing the economic well-being of the LDCs. This commitment to the developing countries and its practical application within the MTN was the second major theme of the Trade Negotiations Committee meeting. Amplifying the U.S. position further, Ambassador Dent stated that a parallel goal of the MTN should also be "a greater acceptance of responsibility for the maintenance and strengthening of the international trading system by the developing countries."

As the overall supervisor of the MTN, the TNC took stock of the work accomplished in the first five months of serious negotiations. The Chairmen of each of the six main negotiating groups delivered reports to the TNC on their group's activities. Assessing the work already undertaken in these groups, it is evident that a good start has been made in most of the negotiating areas.

Of the six functional groups created during the February TNC meeting to explore solutions to problems in the major areas of negotiation, perhaps the most significant progress has been made in the **MTN Nontariff Measures Group.** At its first meeting in March the Nontariff Measures Group agreed to hold negotiating sessions beginning in late April through mid-June, on significant nontariff barriers organized into four subgroups: 1) quantitative restrictions and import licensing procedures; 2) subsidies and countervailing duties; 3) standards, packaging and labelling, and marks of origin; and 4) customs valuation, import documentation, customs nomenclature and customs procedures.

A draft standards code, prepared in the pre-negotiation period, has been agreed upon as a basis for future negotiations; bilateral consultations on quantitative restrictions are scheduled to begin; specific proposals may soon be made on a subsidies/countervail code; and a U.S. proposal to abolish consular formalities and fees has won general support (see March 31, May 26, June 23 issues of *Commerce Today*). The next meeting of the Nontariff Measures Group will be Oct. 13, with the subgroups meeting at intervals from late September to mid-November.

The **MTN Tariff Group** met in mid-March, May 13-16 (*Commerce Today*, March 31 and June 23), and again July 7-10. This Group, which is seeking agreement on a tariff negotiating plan, has seen nine formulas for tariff reduction tabled by a number of participants including the United States, Canada, the European Community, Japan, and Switzerland, for the purpose of study only.

At the third meeting of the Tariff Group, the U.S. delegation reiterated that its analysis of the tariff formulas that had previously been put forward for study could not be completed until consultations with the private sector were further advanced. The United States noted, however, that there seemed to be several tariff-cutting techniques that might produce results equitable to all parties. At the July TNC meeting several delegations urged that agreement on a general formula be reached as soon as possible. The Tariff Group will meet again in October.

At the first meeting of the **MTN Sectors Group** in April, the United States had suggested that studies of the data necessary for a sector approach be undertaken for chemicals, iron and steel, aluminum, electronics, and electrical machinery. Some other countries suggested several other possible areas for study, and as a first step the Group agreed to a study by the GATT Secretariat on ferrous and nonferrous ores and metals (*Commerce Today*, April 28).

In the Sector Group's second meeting in early July (*Commerce Today*, July 21), the United States pressed for and won agreement that the Secretariat's ores and metal study should be considered in depth at the next meeting (scheduled for Nov. 3). The United States also continued to push for additional Secretariat studies on electronics, chemicals, and heavy electrical machinery, in the face of strong opposition to the preparation of further GATT sector studies by some other delegations. As a compromise, the GATT Secretariat will prepare feasibility studies (as distinct from sector studies) in these three areas.

Achievements in the **MTN Agriculture Group** meeting in late March and mid-April were limited by a procedural deadlock between the United States and the European Community. The Community had sought to preclude the discussion of any agricultural issue in any MTN group except the Agriculture Group, whereas the United States wished to include the consideration of agricultural issues on a functional basis in other MTN groups. This deadlock was broken at the Group's May meeting when it was agreed that matters of a global nature including tariff and nontariff barriers affecting agriculture could be taken up in a number of contexts within the MTN (*Commerce Today*, May 26). The Group also agreed to establish negotiating subgroups for grains, meat and dairy products.

The Agriculture Group met again July 9, 10 and 14 to review the progress of work made by its three commodity subgroups and to lay out a work program for fall. In addition, during this three-day session which immediately preceeded the TNC meeting, the group discussed: (1) how to deal with agricultural products—both with respect to the treatment of tariff and non-tariff measures—of interest to participating countries but not covered by the three subgroups; (2) how to deal with quantitative restrictions (QRs) on agricultural products since the general question of QRs is being handled by a specific QR subgroup under the Group on Nontariff Measures; and (3) what special procedures might be considered appropriate, in light of the Tokyo Declaration, to encompass developing country interest in agricultural products not covered by the three commodity subgroups or the tropical products group.

At the meeting, widely divergent opinions were expressed and the Group did not go beyond the general consideration of several proposals which were made to deal with these questions. When the group reconvenes on Sept. 22, it will consider further proposals for dealing with tariff and non-tariff measures affecting agricultural products, other than grains, meat, and dairy, and QRs currently applied and restricting world agricultural trade. Both issues touch on the sensitive question of the treatment of agriculture in the MTN and the relationship between the negotiations in industry and agriculture.

Delegates to the July TNC generally felt that the work of the subgroups was progressing as well as could reasonably be expected and stressed the need to begin in earnest the negotiations on agricultural products not included in these subgroups.

The **MTN Tropical Products Group** held discussions in March and in June (*Commerce Today*, March 31 and July 21). The Group reviewed request lists presented by exporting countries seeking specific product concessions. At its next meeting in October, the Group will review the consultations currently under way between the requesting and importing nations. The work of the Tropical Products Group is well advanced over the other groups and considered by many MTN delegations to have the most potential for early results.

At its meetings in April and late June, the **MTN Safeguard Group** discussed the inadequacies of the present multilateral safeguard system, including the use of GATT measures. At the next meeting in mid-November, the Group will address itself to specific problems in the present system and the possibilities for a revised system (*Commerce Today*, July 21). The United States hopes that the first outline of a safeguard agreement might begin to emerge early next year.

TNC Chairman Long has expressed his wish that more substantial progress be made beginning in September after the summer recess. Virtually all the delegations present at the TNC called for prompt progress and serious commitment to the removal of obstacles to trade. Though

more preparatory work will certainly need to be done, the negotiations appear poised to enter a more substantive phase—a phase in which the generalities expressed at the TNC meeting will give way to specifics.

The primary result of this TNC meeting seems to be the emergence of a determination among the delegations to bring the negotiations into focus on specific, though, sometimes, difficult issues. At the next TNC meeting in December, the delegations should be able to assess to what extent the substantive phase of the MTN has progressed.

WASHINGTON

On Aug. 8, the **Trade Policy Staff Committee** concluded its public hearings on the MTN and GSP. The Committee had traveled to 12 cities throughout the country and had held daily sessions in Washington, D.C., since July 14. The Executive Branch hearings afforded industry, agriculture, labor, service industry consumers, retail representatives and others the opportunity to make known their views about any matter relevant to proposed trade agreements and the GSP.

CONSULTATIONS PROGRAM

During July several **Industry Sector Advisory Committees** held additional meetings to complete the discussion and review of their initial reports. It is anticipated that the reports will be completed by September and available for use by the U.S. negotiators.

Labor Sector Advisory Committee members are currently submitting advice to the Department of Labor on tariff concessions that should be sought and offered by the United States in the MTN. These submissions will subsequently be incorporated into reports to go from the Sector Committees to the Labor Policy Advisory Committee, the Secretary of Labor, and to the President's Special Representative for Trade Negotiations.

In addition, the Labor Department is continuing to update and revise basic domestic and trade information for use by the Labor Advisory Committees.

The next round of Committee meetings will probably be held in late August.

International Arbitration Court Established In Austria

The Austrian Federal Economic Chamber has established an International Arbitration Court which will handle commercial disputes if at least one party is headquartered outside of Austria. English versions of the court's statutory regulations will be available in the near future. Further information may be obtained by writing to Dr. Werner Melis, Executive Secretary of the Arbitration Court, c/o Federal Economic Chamber, Stubenring 12, A-1010 Vienna.

Commodities

The following report was compiled by the International Commodities Division, Office of Import Programs, Bureau of Resources and Trade Assistance.

UNCTAD Commodities: The UNCTAD Committee on Commodities held the second part of its Eighth Session in Geneva, July 21-25. The only topic before the Committee was discussion of the Secretariat's elaboration of its proposals for an Integrated Program for Commodities, which the Committee had requested the Secretariat to pursue at its February meeting. Principal elements of the UNCTAD Secretariat's Integrated Program are (a) a system of international buffer stocks for storable commodities, (b) a common fund to finance such stocks, (c) a system of multilateral commitments in commodity trade, (d) compensatory financing for commodity trade and (e) expansion of processing and diversification. The present meeting focused primarily on the first three elements. While most developed countries, including the United States, have not endorsed the Secretariat's concept, all agreed in February to consider the Secretariat's further elaboration of its ideas and to study their feasibility and economic implications, with emphasis on the stocking proposals.

The bulk of the July meeting was devoted to an intensive, substantive examination of the Secretariat studies prepared for the meeting, including the exchange of views between participating delegations and Secretariat representatives. No conclusions were reached and the Secretariat agreed to consider the numerous questions raised in the preparation of further documentation for the next meeting scheduled for December. In addition, it was agreed that the Secretary-General of UNCTAD could convene informal meetings of representatives of governments or, as appropriate, contact governments and other international organizations directly to obtain views and guidance for the Secretariat's further elaboration of its proposed Integrated Program.

The Committee on Commodities is a subsidiary body of the TDB (Trade and Development Board). The Committee's continuing functions include the review of trends and developments in international commodity trade and the consideration on an overall basis of the problems of such trade and possible solutions for them. The Committee also follows and facilitates activities on particular commodities, advises the Secretary General of the United Nations on the convening of commodity conferences, sponsors other commodity meetings and "coordinates" the work of the commodity study groups and councils.

U.S. Study: The International Trade Commission (ITC) held a public hearing Aug. 11 in connection with its investigation under section 332(g) of the Tariff Act of 1930 (19 U.S.C. 1332(g)) on the experience of the United States with international commodity agreements. The study was requested by the Subcommittee on Trade of the Senate Committee on Finance.

Tungsten: The UNCTAD (United Nations Conference on Trade and Development) Committee on Tungsten met July 28-Aug. 1 in Geneva. This Committee was originally established in January 1963 to provide a forum for international consultations on tungsten trade, to encourage the improvement of tungsten statistics and to keep abreast of tungsten market conditions.

The principal items of discussion before the Committee were the study of the feasibility of alternative measures to stabilize tungsten prices, consideration of arrangements for the regular exchange of the maximum possible information on tungsten and consideration of steps to improve the comprehensiveness of data on the actual prices of tungsten.

The Committee approved arrangements for the regular exchange of forward supply-demand estimates by governments—a step which many participants felt would enhance market stability. Additional suggestions were also made for improving relevant data in the world tungsten market. The question of improving availability of data on actual prices for tungsten was the subject of preliminary comments with some representatives planning to submit further views at a later date. The question of the feasibility of stabilization measures received extensive substantive comment. No conclusions were reached, but a request went forward to the Trade and Development Board that the Committee's Working Group meet in early 1976 to consider the subject further in accordance with terms of reference worked out by the Committee.

Cocoa: Further meetings are being held in London Aug. 11-22 in perparation for renegotiation of the International Cocoa Agreement. Negotiations are scheduled to begin next month. The current Agreement, which entered into force on June 30, 1973, is scheduled to expire on Sept. 30, 1976. Under the Agreement, funds are being collected for purchase of a buffer stock, but actual stocks have not been acquired since market prices are higher than the price objectives specified in the Agreement. While the United States is not a member of the Agreement, it has cooperated with the Organization by furnishing appropriate statistical information and is participating in the current discussions.

Trade Fairs, Centers

U.S. Electronics Equipment Show In London Affirms British Interest

"We want to do this again," said a U.S. exhibitor at the conclusion of a recent London U.S. Trade Center show of electronics production and test equipment, summarizing the verdict of most of his fellow participants about the lively interest they encountered.

Both new-to-market and experienced competitors in the British market were pleased with the results. One new-to-market firm sold a $30,000 machine by responding to a pre-show inquiry. Later the firm contracted with an agent to handle its U.K. business.

Considerable attention

A wide range of both electronics production and test equipment was the object of active interest. Representative of these products in electronics production are etchers, carriers, resistance welders, thick film furnaces, trimming systems, dicing saws and bonders. Even more lengthy is a sample listing of the test equipment which sold well at the exhibition: digital voltmeters, automatic and manual wafer probers, frequency counters, portable oscillators, crossbar scanners, various circuit testers and processors for noise and vibration analysis. Most of the products featured attracted considerable attention from the business and industrial visitors.

The U.K. market in general for electronics production and test equipment over the next year is viewed in different lights by different knowledgeable observers, according to the U.S. Embassy in London. Comments by industry sources vary from a degree of pessimism—"no growth in the market this year"—to considerable enthusiasm about certain specialized items, for example, infrared ovens. The consensus seems to take the form of estimates that the market will be steady through most of 1975, with a rise in sales by the end of the year when the uncertain U.K. investment climate is expected by many to improve.

The electronics production equipment market in particular will benefit from a projected trend toward more and more automation in components manufacture, as contrasted with added off-shore hand assembly, and from anticipated cost-cutting production efforts by numerous firms through use of such equipment as the cheaper fusion devices that are becoming available.

As reported in the May 12 issue of *Commerce Today*, the 48 exhibitors reported floor sales totaling $768,475, and projected sales for the next year at $8 million.

IN THE BEGINNING—*A sales lead for the new Compuderm NDT test equipment is recorded by Hugh Lofthouse, Managing Director of BFI Electronics Ltd. (right), representing U.S. exhibitor UPA Inc. at an electronics equipment show at the London Trade Center.*

Paris Show Verifies Growing Demand For Leisure Goods

The French market for recreational-related consumer goods is growing, as confirmed recently when more than 40 U.S. companies participated in a leisure products show at the Paris U.S. Trade Center. Exhibiting firms displayed items ranging from novel marine products to golf course equipment, and trampolines to barbecues—with equipment for archery, tennis, saunas, and baseball in between.

A recent market research study, prepared by the U.S. Department of Commerce before the exhibition, indicated that the potential for recreation and leisure products in France is excellent, because of the rising standard of living, shorter working hours, and more leisure and vacation time. Aided by new construction of public and private facilities and additional camp-sites, increasing numbers are able to participate in leisure activities.

The exhibition was attended by more than 1,000 French and other European importers, distributors, manufacturers and retail store buyers. As reported in the July 21 issue of *Commerce Today*, the exhibitors' immediate sales reached almost $170,000, and 12-month predictions are for more than $5 million.

Nuclear Medicine Society Plans Its First Congress

The European Nuclear Medicine Society is planning its first Congress from May 12-15 at the Palais de Beaulieu, in Lausanne, Switzerland. Some 1,000 participants are expected. An exhibition will be held on the same premises in conjunction with this congress. Exhibitors from the United States may participate, and should apply for space before Sept. 15. Address of Congress and exhibition organizers: Dr. B. Delaloye, Hospital Cantonal Universitaire, 1011 Lausanne, Switzerland. Tel. 021/41 21 71.

NEW BAKING EQUIPMENT—*Jerry Maahs of Alto-Shaam, Inc., Milwaukee, showing visitors at Stockholm exhibition the "thunderbolt" automatic roasting oven.*

Scandinavians Ready To Buy Quality Restaurant Equipment, Exhibitors Find

Scandinavian buyers have a propensity for deciding quickly on the purchase of equipment that is clearly superior, according to several exhibitors at a recent show in Stockholm. For the first time in Scandinavia, the U.S. Departments of Commerce and Agriculture mounted parallel displays of hotel/restaurant/institutional equipment, and food. The complementary events were held at the U.S. Trade Center and the Sheraton Hotel, just three blocks from each other.

New and improved food preparation and other hotel/restaurant products attracted and maintained the interest of visitors on the equipment side of the exhibition. These products included self-cleaning cooking ventilators, convection steamers, food service plate covers, high-speed cookers and specialty floor, carpet and upholstery cleaning machines.

The Scandinavian market is described as very attractive for this equipment. There are some 14,000 food service units in Denmark, 11,000 in Finland, 8,000 in Norway and 21,000 in Sweden. Many hotels, particularly, are in the process of modernizing facilities or are expected to be in the near future, and they are looking for labor-saving equipment.

Swedish imports of food handling and preparation equipment in 1974 were up 27 percent to $40 million; refrigeration and freezing equipment, also up 27 percent, to $32 million; and cleaning maintenance, and sanitation equipment, up 29 percent to $27 million. Each category had an increase of similar magnitude in 1973.

The 855 registered visitors examined the food-service equipment and purchased $408,000 worth during the exhibition, as reported in the July 21 issue of *Commerce Today*. The U.S. companies project an additional $6.1 million in sales during the next 12 months. Significantly, companies new to the market signed up 31 representatives: 4 in Denmark, 8 in Finland, 5 in Norway, and 14 in Sweden.

The other half of the exhibition—attractive displays of American foods and wines—was also highly successful.

Building Show, Milan, Pinpoints Market For Labor-Saving Items

U.S. labor-saving materials and systems are expected to continue to find a growing market in Italy. This likelihood was demonstrated recently when the Milan U.S. Trade Center opened its doors to Mediterranean, Middle Eastern, and European builders, contractors, and architects to see the products of 30 U.S. companies at a building materials and construction equipment exhibition. The nearly 1,000 visitors came from as far away as Iran and Egypt.

Business brisk

The U.S. exhibitors, 20 of whom were new to the Italian market, took orders, signed representatives and generally found business brisk. Based on the results achieved, the following products appear to have the best sales potential: U.S. woods including creosoted treated woods, vinyl coated woods, rough and finished U.S. hardwoods and specialty plywoods, specialty concrete forming systems, construction laser systems, pipe cutting and threading equipment, fireproof and specialty wallcoverings and coatings, and asphalt paving machines.

The Italian market for building materials and equipment, at present, is somewhat depressed as a result of the low levels of construction activity in the country.

Construction contractors, however, realize that when business activity begins to rebound, they will have to contend with a diminishing supply of skilled labor. Thus many labor intensive phases of construction activity are being and will continue to be industrialized to reduce content and its ensuing high costs.

As reported in the June 23 issue of *Commerce Today*, floor sales totaled almost $300,000, and some $18.3 million worth of orders are projected for the next 12 months.

BUILDING, SUPPLIES — *At construction equipment and materials show in Milan, W. Fremer, Strickland Systems, Jacksonville, explains technical features of his product to an interested visitor at the U.S. Trade Center.*

Worldwide Business Outlook

Malaysia Offers American Traders A Positive, Enthusiastic Reception

Malaysia, a country that has traditionally exported primary commodities (tin, rubber, palm oil and timber) and imported manufactured goods, has been moderately hurt by the worldwide recession and the drop in consumer demand in its traditional markets. The impact of inflation on imports has further eroded what has heretofore been an unassailable surplus on Malaysia's trade account. Peninsular Malaysia suffered a small trade deficit in 1974 and this is expected to be repeated in greater measure in 1975, according to W. Donn Heaney, Commercial Officer at the U.S. Embassy in Kuala Lumpur.

Despite these difficulties, the Malaysian economy should continue growing at a solid 4-5 percent in real terms through 1975. Although private investment has declined substantially, the government, in a classic demonstration of Keynesian economics, is picking up the slack with substantial public investment. This investment will provide the strongest thrust to real economic growth in Malaysia during the next year or so. Those projects which have the greatest labor impact and/or will increase food production and can be promptly implemented will be given priority.

Possessed of a remarkably strong currency, excellent management of the economy and a refreshing absence of exchange controls, Malaysia is a country in which American traders have found a very positive and enthusiastic reception. The Malaysian business community is sophisticated and the government honest. American firms find that, although Malaysians drive a hard bargain, they live up to its terms after the contract is signed. Because of their long history as a trading nation Malaysians understand world trade procedures, financing and documentation quite well.

Successful penetrators of the Malaysian market find, if they cannot set up their own office in-country, that the best guarantee of success is a reputable and aggressive local agent. Ideally, the agent will know something about the field before representing a firm. More importantly, he must be able to provide the all-important factor of after-sales service. American firms have been accused (sometimes justifiably so) of viewing the Malaysian customer as a one-time sales prospect. Nothing more damages the American image in the Malaysian business community. Firms wishing to conduct long-term sales to Malaysia are well advised to locate a reputable local agent. The Embassy and the Department of Commerce will be pleased to assist any American firm in locating such an agent.

On the negative side, two recent pieces of legislation passed by the government may erode Malaysia's reputation as one of the most attractive investment areas in Southeast Asia. These bills, the Petroleum Amendment Act, which has caused the major oil companies to suspend development activities in Malaysia pending clarification, and the Industrial Coordination Act, which requires all companies to obtain manufacturing licenses from the government, have created a sense of concern on the part of foreign investors. A drop-off in foreign investment could have a negative impact on Malaysia's development and on its ability to import goods.

Notwithstanding these clouds on the investment climate, prospects for sales to Malaysia by U.S. companies should be bright for at least the coming year. The United States, helped by the devaluation of the dollar and by inflation in the economies of other industrialized countries, managed to increase its share of a substantially larger market for imports in 1974. Peninsular Malaysia's total imports grew from US$2.3 billion in 1973 to $3.8 billion in 1974, an increase of 66.9 percent. U.S. exports to Malaysia went from $186.1 million in 1973 to $352.6 million in 1974, an increase of almost 90 percent. The U.S. share of the market improved from 8.2 percent in 1973 to 9.3 percent in 1974. The United States remained the third largest exporter behind Japan (with 21.2 percent of the market) and the United Kingdom (with 9.7 percent of the market) in 1974. It is noteworthy that of these three, only the United States managed to increase its market share. Both Japan and the United Kingdom suffered slight declines in their market shares.

The most striking increases in U.S. sales to Malaysia came in: machinery and transport equipment, which jumped by an astounding 126.3 percent from $65.2 million in 1973 to $147.6 million in 1974 (over 40 percent of all U.S. exports to Malaysia were in this category); and in manufactured goods, which increased from $49.8 million in 1973 to $96.8 million in 1974, a healthy jump of near 100 percent. Chemicals showed a strong 51.8 percent growth, from $32.7 to $49.6 million.

As Malaysia finishes its successful Second Five-Year Development Plan and prepares to launch into the Third Five-Year Plan (1976-1980), American firms should find good sales prospects in agricultural and fisheries equipment, food processing, port and harbor mechanization, airport expansion, mining and construction, telecommunications and electric power generation. Specific areas where American goods can enjoy substantial sales will be in: laboratory instruments; business machines, equipment and systems; building and construction equipment; process control instrumentation; energy systems; metalworking and finishing equipment and machinery; lumber processing equipment; communications equipment; and air-conditioning and refrigeration equipment.

A good example of the reception accorded for American goods was given by a recent catalog show sponsored jointly by the Embassy and the Department of Commerce on educational training aids and equipment. Representatives from almost every sector in the Malaysian economy interested in education virtually broke down the door in an effort to obtain more information about American equipment and services. The attendees showed great sophistication regarding U.S. techniques, equipment and general price competitiveness.

In short, Heaney concludes, Malaysia remains one of the most attractive areas in South-East Asia for the sale of American goods.

Processing Equipment Is Required In India

According to a recent market survey conducted by the U.S. Embassy in New Delhi, the rapid industrialization of India and the increasing sophistication of Indian industry is creating a significant market for industrial processing equipment and instruments. The survey estimates that India will have to import about $83 million worth of industrial processing equipment during the next three years despite expansion and diversification of domestic production. A potential demand of $16 million worth of U.S.-origin process control instruments is anticipated for the next four years. The fertilizer and refinery/petrochemical sectors are expected to provide the greatest demand for industrial processing equipment, accounting for some 50 percent of imports over the next several years.

The full survey, entitled "India: Market Research Report on Industrial Packaging and Processing Equipment," includes comprehensive lists of major prospective customers; principal trade, industrial and professional associations; publications suitable for advertisements; principal agents and distributors; manufacturers in India; and items currently

being manufactured there. It is available from the National Technical Information Service, U.S. Department of Commerce, P.O. Box 1553, Springfield, Va. 22151. Specify DIB 75-07-508; the cost is $10 per copy.

Yugoslavia Imposes Import Restrictions

The deterioration of Yugoslavia's trade balance has prompted the Yugoslav Government to impose new import restrictions for the remainder of 1975. During the first five months of 1975 the trade deficit amounted to $1.6 billion, some $300 million more than a year ago.

On May 1, the 2 percent surcharge was increased to 5 percent and the 6 percent charge to 10 percent. The 10 percent rate applies to most dutiable imports, whereas the 5 percent is levied on equipment which is imported on reduced tariff rates for the development of certain economic activities.

As of June 21, import licenses are required for 256 Brussels Tariff Nomenclature product groups, which were transferred from the Yugoslav "DL" category to the "D" category. The effect of this measure was to broaden the number of product groups subject to import licensing review, since the so-called "DL" category was applied for statistical purposes only. Goods subject to the "D" category licensing procedure include consumer goods, raw materials and capital equipment which in 1974 accounted for about 30 percent of Yugoslav total imports. Products more important to U.S. exporters include industrial boilers, industrial and laboratory furnaces, pumps, air-conditioning and refrigeration equipment, elevators and cranes, earthmoving equipment, agricultural and gardening machinery, pulpmaking machinery, printing machinery, casting equipment, metal-working and wood-working machine tools, calculating and bookkeeping machines, electronic data processing equipment, copying machines, tractors and nuclear reactors. Imports under long-term cooperation agreements are excluded from licensing requirements.

At the same time, import deposits, which had been introduced in August 1974, were abolished.

The above restrictions are not expected to dim prospects for U.S. capital goods. Yugoslavia needs such imports to fulfill its development plans. Also, Yugoslavia's trade with the United States is more balanced than with other developed countries, which should make the issuance of import licenses for U.S. goods easier. During the first five months of 1975 Yugoslavia's exports covered about 65 percent of Yugoslavia's imports from the United States.

Uruguay Abolishes System Of Import Quotas, Deposits

The Government of Uruguay has abolished its import quota system and the complicated system of "additional prior deposits" (consignaciones), effective June 1. Administrative exemptions from the consignaciones, which ranged from 315 percent to 1,200 percent of the products' c.i.f. value, were the basis for control of imports.

Controls on imports into Uruguay now consist of ordinary tariffs and surcharges, ranging from 10 to 200 percent, and a 35 percent minimum deposit (consignacion minima). This last will be paid into a non-interest bearing account by the importer and returned after five months. It is primarily an anti-inflation measure that the government plans to rescind as soon as feasible, sector by sector. The first step was taken on June 6, with the exemption of imports of agricultural inputs, such as fertilizers, from the minimum deposit.

Uruguay has also announced that by July 1 it will have eliminated the requirement that imports have financing for a minimum of 180 days. The only exception to this will be those "capital goods" on a special list, many of which will continue to require 3 or 5-year financing, depending upon their value.

These measures are the most recent of those that have been taken since late 1973 to reform and liberalize the cumbersome economic system Uruguay has traditionally relied on to protect local industry and conserve scarce foreign exchange. Other recent measures include the passage of laws to promote foreign investment and industry, more realistic foreign exchange rates, removal of export taxes, virtual abolition of the archaic consular invoice on goods shipped to Uruguay and improved management of many state agencies and offices.

Australia Invites Comments On Customs By-Law Policy

The Australian Special Minister of State recently issued a discussion paper on the Customs By-Law and has invited interested parties to submit evidence and commentaries by Aug. 31.

The By-Laws provide for the waiving or substantial reduction of import duties on products because no suitable equivalent is reasonally available in Australia. Nearly 40 percent of Australian imports presently enter under this authority.

The official study, which contains no policy recommendations, is intended as a basis for public discussion. Interested U.S. exporters wishing to submit any evidence should do so to the Secretary, Department of the Special Minister of State, Canberra, A.C.T. 2600.

Copies of the study may be obtained on a loan basis from the Industrialized Nations Division, Office of International Trade Policy, U.S. Department of Commerce, Washington, D.C. 20230.

Calendar For World Traders

Aug. 26-28—Chicago—30th Annual National Hardware Show, and export seminar, McCormick Place. Sponsor: American Hardware Manufacturers Assn.

Sept. 2—New York—FCIB roundtable conference on international finance, credit, collection and exchange problems, Summit Hotel.

Sept. 4—Memphis—Mid-South Exporters roundtable dinner meeting, Monte's Restaurant.

Sept. 7-11—San Antonio, Texas — Seminar on investment in Mexico, in conjunction with the Mexican trade exhibition MEXFAIR 75. For information, Division of Continuous Education, University of Texas at San Antonio.

Sept. 8-10—Chicago—AMA briefing on Accessing Capital and Doing Business in Saudi Arabia, Egypt and Sudan. Speakers include Charles W. Hostler, Deputy Asst. Secretary for International Commerce.

Sept. 10—New York—FCIB Publishers Export Credit Group luncheon meeting, Advertising Club.

Sept. 10—New York—Free port orientation program for businessmen in the international trade and transportation industries, at the Port of New York-New Jersey. Also Oct. 22 and Dec. 3.

Sept. 15-17—New York—AMA seminar on Fundamentals of Foreign Exchange.

Sept. 16—New York—FCIB Hardware-Automotive & Allied Trades Group luncheon meeting, Advertising Club.

Sept. 16—Louisville—Kentuckiana World Commerce Council Meeting, Holiday Inn, Brownsboro East.

Sept. 16 — Chattanooga — World Trade Council meeting, Central YMCA.

Sept. 16—Memphis—World Trade Club meeting, Monte's Restaurant.

Sept. 18—Richmond, Ky.—Export Conference, Eastern Kentucky Univ. Sponsors: University, Kentucky Department of Commerce, Small Business Administration, District Export Council and Memphis Commerce District Office.

Sept. 18 — New York — FCIB Drug, Chemical & Food Export Club luncheon meeting, Advertising Club.

Worldwide Business Opportunities

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors abroad. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine.

The section that follows presents details about upcoming trade exhibits and trade missions, licensing and joint venture proposals, opportunities to sell to foreign enterprises and appoint agents, and details on major construction and expansion projects.

U.S. Promotions Abroad

For more facts on these and other U.S. exhibitions write: Director, Office of International Marketing, Rm. 4015, U.S. Department of Commerce, Washington, D.C. 20230. For trade missions: Rm. 4219, U.S. Department of Commerce, Washington, D.C. 20230.

Printing and Graphic Arts Catalog Exhibit. Zagreb, Yugoslavia. Sept. 12-21. The Yugoslav market for printing and graphic arts equipment is expected to reach $19 million by 1977. A shortage of skilled labor has increased demand for more advanced technology and has stimulated purchase of all types of automated printing equipment. The printing industry in Yugoslavia is almost entirely dependent upon imported products. Will be conducted within a USIA exhibit at the Zagreb Fall Fair. Robert E. Peterson, 202-967-3973.

Advanced Business Equipment Exhibition. U.S. Trade Center, Mexico City. Sept. 29-Oct. 3. Mexican consumption of modern business equipment has increased at an annual rate of 10 percent, reaching almost $90 million in 1974. Imports meet more than two-thirds of total Mexican demand for business equipment, and U.S. manufacturers supply 53 percent of total imports. Vigorous growth in sectors such as petroleum, steel, tourism, banking and government administration insures that demand for this equipment will remain high. Anita Brownstein, 202-967-5038.

Magasin General In-Store Promotion. Tunis. Sept. 29-Oct. 7. Magasin General, Tunisia's leading department store, will hold a special promotion of U.S. consumer goods in Tunis this fall. Tunisia is approaching one billion dollars as an import market, with a healthy economy fueled by increased production of petroleum and phosphate. Magasin General is interested in buying U.S. housewares, giftware, costume jewelry, cosmetics and beauty products, among other categories. The U.S. buying office for Magasin General is Retailers Representatives, Inc., 1372 Broadway, New York, N.Y. 10018. Charles E. Johnson, 202-967-4705.

Advanced Medical Equipment Exhibition. U.S. Trade Center, Tokyo. Oct. 6-9. By 1976, Japan will be importing $67 million of biomedical equipment, 50 percent or $34 million of which will come from the United States. Now is an excellent time for U.S. manufacturers of advanced medical equipment to take advantage of Japan's efforts to increase its medical research programs, improve rural health care delivery systems, and expand facilities for the aged and those afflicted with pollution-related disease. John Wolf, 202-967-2461.

Agricultural Machinery and Equipment Trade Mission to Brazil, Venezuela and Colombia. Oct. 6-17. Present economic conditions are extremely favorable for the sale of a wide variety of agricultural machinery and equipment to these three countries. Brazil's ambitious agricultural development program has created a demand for crop and livestock production equipment that is currently growing at the rate of 38 percent per year. Since domestic production cannot keep up with this demand, opportunities for U.S. sales are excellent. Oil-rich Venezuela is likewise carrying out plans for massive increases in agricultural production. Colombia's consumption of agro-pastoral machinery and equipment, which has been growing at an average annual rate of 13.8 percent, is projected to reach $71 million by 1977. Of this total, $56 million will be imported, and the U.S. share is expected to reach $11.8 million. Ed Oliver, 202-967-3746.

Medical and Laboratory Equipment Exhibition. U.S. Trade Center, Sydney. Oct. 13-17. Sophisticated American medical and laboratory equipment garnered better than 32 percent of the Australian import market during 1974. The continuing technological superiority of American products, their accepted high quality, and recent Australian Government medical expansion programs are all factors which bode well for future sales increases. Contact Don McDonough, 202-967-2461.

Air and Water Pollution Control Equipment and Instruments Catalog Exhibit. Madrid. Oct. 13-18. Sales of pollution control equipment in Spain are expected to more than double between 1974 and 1978, from more than $225 million to nearly $470 million. This catalog exhibit, to be held at the First Iberian American Congress on the Atmosphere, will stress air and water pollution control equipment and instrumentation. Manufacturers of pollution control equipment pertaining to the iron and steel industry, chemical industry, sewage treatment plants, municipal water supplies, and non-ferrous metal, power generation, cement, and the pulp and paper industries should find good exposure. Robert Peterson, 202-967-3973.

Machine Tools and Metalworking Equipment (Joint Export Establishment Program—JEEP). Seoul. Oct. 14-17. The market for machine tools and metalworking equipment is growing rapidly as Korea becomes an industrialized nation. Commerce estimates 21 percent annual growth for imports of metalworking machinery of all types for the next five years. Welding equipment, metal cutting and metal forming machine tools and quality control equipment have best sales potential. Carol A. Murray, 202-967-2215.

American Fortnight 1975. Hong Kong. Oct. 18-Nov. 2. During the American Fortnight's city-wide promotion of U.S. goods, Hong Kong's major department stores will feature American-made consumer goods. Participants in the second American Fortnight are: Shui Hing, Wing On, Sincere, Dragon Seed, Crane Stores, and the Mode Elite group of fashion boutiques. This fall's event, greatly expanded over the 1973 Fortnight, will introduce and promote American products to the four million residents of Hong Kong and surrounding region. Special events scheduled include: parades, a football game, fashion shows, concerts by singer Nancy Wilson and appearances by Miss America. Charles Johnson, 202-967-4705.

Data Communications and Peripheral Equipment. U.S. Trade Center, Paris. Oct. 20-23. This exhibition is the third Commerce has sponsored in Paris for these product categories; the previous shows were large sales successes. Demand is expected to be higher than before, as rapid development of telecommunications provides excellent growth potential for data communication terminals and other EDP peripheral equipment. Special arrangements will be made for participants who wish to also attend Systems '75, Munich, Oct. 27-31. Chuck Whitley, 202-967-5381.

Nord-Air '75 Specialized Exhibition. U.S. Trade Center, Stockholm. Oct. 20-24. This is an avionics/ground support show. There is a demand for advanced products and systems created by Sweden's ongoing program for upgrading air traffic control centers at its three major international airfields and landing systems at provincial fields. To a lesser extent, there is similar activity in the other Nordic countries. Sweden's Board of Civil Aviation is investing $25 million in ground avionics plus another $8 million in machinery and vehicles alone. American-made equipment is recognized as being technologically superior. Swedish manufacturers have no significant advantage over U.S. suppliers in either costs or tariffs. William Beiring, 202-967-3276.

Hotel & Restaurant Equipment Exhibition. Taipei Trade Center. Oct. 20-24. Taiwan's Tourism Bureau forecasts that by 1980, 13,700 hotel rooms of international tourist standards will be required; there are only 4,600 such accommodations today. Planning and construction are under way for about 4,000 such units, in addition to the proliferation and upgrading of eating and entertaining facilities. Taiwan hosted over 810,000 foreign visitors in 1974, and the government is inducing the private sector to prepare now for an average annual increase of 15 percent. Taiwan will require in excess of US$5.1 million in service equipment in 1976 in categories of institutional food preparation and service, administration, housekeeping, security, entertainment and function-room equipment and supplies. Timed to provide exposure with the influx of Chinese businessmen and entrepreneurs from all over the Far East who return for October holiday festivities and cultural events each year. Dave Horridge, 202-967-2798 or 5545.

Food Processing and Packaging Equipment Catalog Exhibit. MACHEVO '75. Utrecht, Netherlands. Oct. 20-25. The Royal Netherlands Industries Fair in Utrecht is the site for MACHEVO '75, held only once every four years and the most important trade event in the Netherlands for the processing industries. The Commerce Department booth at this fair will display catalogs of American firms featuring machinery and equipment for food processing and packaging. Dutch industry is receptive to technological improvements, and recent changes in relative value of the dollar to the Dutch guilder make equipment purchases from the U.S. attractive. Call Robert E. Peterson, 202-967-3973.

Technical Sales Seminar on Advanced Metalworking and Metal Parts Finishing Equipment. Yugoslavia. Oct. 26-31. In response to strong and growing demand for American metalworking and metal parts finishing equipment, Commerce will arrange a seminar for seven American manufacturers. There will be seminar presentations in Belgrade and Zagreb to discuss the state of the art in the U.S. and hold discussions with purchasing authorities. W. Bradley Tyrrell, 202-967-5285.

Systems '75. Munich. Oct. 27-31. Systems '75, one of the world's most prestigious computer industry shows, is a biennial event open to manufacturers and suppliers of computer hardware and software, peripheral equipment, and computer services. The previous show, Systems '73, proved to be an outstanding success for the 60 U.S. exhibitors. Floor sales totaled $2.1 million with projected twelve-month sales at $146 million. Chuck Whitley, 202-967-5381.

Chemical/Petrochemical Processing Equipment and Technology Sales Seminar to Romania, Hungary and East Germany. Oct. 30-Nov. 13. Seven companies and a government-appointed chairman will present a technical symposium. Individual appointments for company representatives will be scheduled with purchasers and ministry officials in each country. Michael Goodwin, 202-967-4810.

Agriculture, Water and Food Equipment, AGWA-FOOD International Trade Fair. Tehran. Oct. 31-Nov. 6. Iran continues to be one of the fastest growing markets for U.S. exports in the world. Our exports almost tripled last year to a total of $1.7 billion. In the Iranian Fifth Plan, 1973-78, agricultural development has been assigned key priority. More than $4 billion will be invested in means to produce, process, transport and market foodstuffs. Particular emphasis will be given to increasing the area under irrigation, increasing silo capacity, expanding red meat and milk production and increasing farm productivity by formation of larger farm units through cooperatives and agribusiness enterprises. William S. Gaines, 202-967-4441.

Air & Water Purification & Pollution Control Equipment Exhibition. U.S. Trade Center, Milan. Nov. 6-12. Recent market research reveals that this is one of the Italian economy's fastest growing sectors. From a volume of $87.6 million in 1973, the Italian market is expected to jump to $386.8 million by 1978, an average yearly increase of 35 percent. This spectacular growth in demand for pollution control equipment caught Italian industry completely off-guard and it was not prepared to meet it. Consequently, imports in 1975 will be about $41 million and it is predicted they will jump to over $68 million in 1978, an average yearly growth of 19 percent. Sam Spaulding, 202-967-4508.

Microwave Components and Instrumentation Exhibition. U.S. Trade Center, Tokyo. Nov. 10-14. The Japanese microwave market is structured to accommodate imports based upon high technology, sophistication and quality. U.S. products which feature special surface processing, top quality raw materials and highly reliable precision made durable moving parts are much in demand in Japan. Their newly applied microwave technology is three to five years behind ours. Market information based upon microwave research recently prepared for this exhibition is available. Mara Yachnin, 202-967-5751.

Printing and Graphic Arts Exhibition. U.S. Trade Center, London. Nov. 10-14. Research has indicated strong U.K. markets for automated composition equipment, small offset and letterpress and multicolor printing and photographic equipment. U.S. sales in 1974 at $18.7 million were up 28 percent from 1972. Since 1970, this market's average annual growth rate has exceeded 20 percent. The British printing industries' shift to cold type and offset processes and increasing diet for multicolor printing, particularly for advertising, provide a strong market for U.S. advanced printing and graphic arts equipment. Bill Flanagan, 202-967-4461.

Industrial Process Controls and Instrumentation Equipment. Frankfurt Trade Center. Nov. 11-14. Unique sales opportunities exist in Germany for process measuring and control instruments and systems for measuring, recording and controlling physical and chemical properties, such as temperature, pressure, vacuum, fluid flow, liquid level, mechanical motion, humidity density, combustion and chemical analysis. Due to anticipated expansion of petroleum refineries and growth of the petrochemical industry, the German process control instrument market is expected to reach almost $750 million by 1978. Robert Wallace, 202-967-3748.

Process Control Instrumentation Technical Sales Seminar. Hong Kong, Taiwan, and Korea. Nov. 12-22. Market studies indicate rapidly expanding markets for American process control instruments for the iron and steel, chemical and petro-chemical, non-ferrous metals and electronics industries in these countries. The Technical Sales Seminars scheduled for Hong Kong, Taipei and Seoul will highlight American instrumental developments for test, regulation and process control systems. Seminar sessions will be supplemented by sales meetings between participating company representatives and key governmental and industry buying executives. Fred Crosley, 202-967-5285.

Educational Systems. U.S. Trade Center, Tehran. Nov. 16-20. Iran aspires to generate the same GNP as West Germany within ten years, using petrodollars as the industrial growth catalyst. The key ingredient to achieve this goal is a large pool of educated and trained Iranians. By 1978, 130 teacher training centers will be established, as will 500 technical and vocational training centers. Iran seeks the most modern methods to educate and train its people. This exhibition and accompanying seminar program will feature education technology systems, software, training aids and some hardware. Don Ryan, 202-967-4652.

Housewares and Portable Home Appliances Specialized Exhibition. Paris Trade Center. Nov. 18-21. The rapid rise of salaries and entrance of more French women into the workforce have resulted in fast-growing demand for sophisticated housewares and appliances. U.S. products in this field have the highest reputation in France for quality and innovation and, furthermore, the increasingly favorable dollar/franc exchange rate has made U.S. products more price competitive. This exhibition, "200 Years of U.S. Homemaking Tradition," encompasses portable electrical appliances, buffets and serving items, cookware and bakeware and home convenience items. Bill Dawson, 202-967-4941.

First International Metalworking Fair. Sao Paulo. Nov. 20-30. The outlook for U.S. exports of metalworking and finishing equipment to Brazil is extremely good. The U.S. exported $52 million worth of metalworking equipment to Brazil in 1974, our largest market after Canada. In spite of expanding production capacity of domestic manufacturers, demand for imports of highly sophisticated metalworking equipment is expected to expand rapidly over coming years. In 1978 domestic production of metalworking equipment is expected to reach $83 million while imports are expected to go as high as $819 million. Sam Bevans, 202-967-4173.

Non-Ferrous Metallurgy Products and Technology Technical Mission to Poland, Czechoslovakia and the Soviet Union. December. In each country, seven companies and a government-appointed chairman will present a technical symposium. A product exhibition will also be included in the Moscow segment. Michael Goodwin, 202-967-3376.

Metal Finishing and Surface Treatment Equipment Exhibition. U.S. Trade Center, Milan. Dec. 2-5. Beset by rapidly rising production costs stemming from continuing high inflation and wage increases averaging 20 percent per year since 1969, Italian businessmen are stepping up purchases of equipment, supplies and techniques which will help to contain costs. The trend toward more widespread utilization of advanced, labor-saving equipment has had a strong impact on the Italian market for metal finishing and surface treatment equipment and supplies, which increased from $52 million in 1972 to $63 million in 1974. Don Mathes, 202-967-2434.

Electronic Components. Paris Trade Center. Dec. 8-12. The French electronic component industry is expected to expand at an annual rate of between 15 and 20 percent in the next several years. The value of imports is forecast to approach $155 million in 1977. U.S. manufacturers were the source of more than one-third of France's annual imports in recent years and can anticipate sales to France in excess of $50 million in 1977. Included in this exhibition are integrated circuits, transistors, capacitors. resistors, diodes and rectifiers and color TV picture tubes. Call Myra L. Triplett, 202-967-5381.

Advanced Business Equipment and Materials Exhibition. U.S. Trade Center. Stockholm. Dec. 8-12. Sweden, Norway, Denmark and Finland, import-oriented markets with rapidly expanding demand for U.S. business equipment, offer excellent opportunities to U.S. exporters. U.S. exports to the area rose to $24.2 million in 1974, 49.5 percent over 1973. The market for business equipment in Sweden, the major Scandinavian market, is rapidly approaching $200 million and is expected to grow at a rate of 14 percent per annum for business machines and 20 percent for consumable auxiliary materials and accessories in the 1975-79 period. Call Robert J. Blake, 202-967-3088.

American Toy Fair. U.S. Trade Center, Tehran. Dec. 14-18. Iran is one of the fastest growing markets for American goods. Fueled by an influx of 20 billion petrodollars last year, per capita GNP doubled between 1972 and 1974. The rising level of affluence is reflected in drastically increased consumer demand. The Iranian market for toys has been artificially held back by high import duties and taxes, designed to protect local industry. Since pent-up demand for toys far surpasses the ability of Iranian industry to satisfy, the Iranian Government has eliminated the 100 percent import tax on toys. Don Ryan. 202-967-4652.

Aviation Electronics and Ground Support Equipment Trade Mission To Nigeria, Botswana and Zaire. January. Sales of all communications and flight instrumentation commonly found in civilian aircraft, and all terminal support equipment, as well as products used to test and service aircraft and aircraft engines, will be promoted. All three countries give high priority to airport and related electronics and ground support equipment in their development plans. Nigeria has a massive airport expansion program and abundant foreign exchange from oil revenues. Copper is the keystone of the economies in Zaire and Botswana. Bill Bushwaller, 202-967-4511.

Children's, Infants' and Juniors' Apparel—JEEP. U.S. Trade Center, Milan. Jan. 6-9. With 14 million youngsters age 14 and under representing a quarter of its population, Italy is an excellent market for this apparel.

Current sales are estimated to be $800 million with an annual growth rate of 12-18 percent. Italian society has traditionally emhasized a family's status by their children's dress, thus accounting for this large sales figure. U.S. convenience-type clothing and casual wear emphasizing ease of care, and wash and wear fabrics, offer the best sales potential. Ann Corro, 202-967-3945.

Computers and Peripheral Equipment and Systems Exhibition. U.S. Trade Center, London. Jan. 12-16. The United Kingdom is one of the world's largest markets for digital computers and peripheral equipment. In 1973 apparent consumption was $659.8 million. In 1974 U.S. exports to Britain of equipment covered by this exhibition were valued at $199 million (f.o.b.), with the United Kingdom accounting for 12 percent of U.S. world exports. In the same year direct exports to the Republic of Ireland of U.S. digital data processing hardware covered by this exhibition were valued at $12.7 million. Targets will be agents and distributors, British and Irish end-users, and systems manufacturers. Mike Frisby, 202-967-4462.

Health Care Industries Exhibition, U.S. Regional Trade Center, Singapore. Jan. 13-16. In an attempt to make Singapore the medical center of Southeast Asia, the Government of Singapore has launched a $50 million program for expansion and modernization of health care facilities. The Ministry of Health will spend $8 million for imported equipment in 1976 and similar amounts in following years. Pete Wilson, 202-967-3893.

Woodworking Equipment (JEEP). U.S. Trade Center, Taipei. Jan. 19-22. By 1976, Taiwan's imports of woodworking equipment are expected to exceed $10 million. The U.S. share of these imports is expected to increase from 6 to 8 or 9 percent. Taiwan has an internationally competitive woodworking industry. It is the second largest supplier of plywood to the U.S. (over $200 million). Exploding markets for its knocked-down furniture sector are in the U.S., Japan and Australia. The third segment, hardwood handicraft, is also doing a thriving overseas business. Now is the time to get woodworking equipment to the Taiwan market, which is moving ahead again after the world economic slowdown. Roy Mitchell, 202-967-2051.

Hotel, Restaurant and Catering Equipment Exhibits. Paris Trade Center, Jan. 26-29; Lyon, France, Feb. 3-5. The market in France offers strong prospects for American manufacturers of hotel and restaurant equipment. The need for expansion and modernization in the tourism industry has been recognized and the French Government is providing various incentives to stimulate such investment. Industry, schools and hospitals are expanding catering and service facilities. Demand for U.S. equipment, in particular that incorporating labor-saving features, is in strong demand. Furthermore, the downward valuation of the dollar relative to the franc helps give U.S. firms a price advantage. The French are expected to invest about $1.5 billion on hotel, restaurant and ancillary equipment during the 1975-78 period. Beryl Cohen, 202-967-4961.

Advanced Packaging Equipment Exhibition. U.S. Trade Center, Mexico City. Jan. 26-30. Mexico's advancing industrialization to serve a growing and increasing sophisticated population has resulted in many opportunities for manufacturers of a broad range of packaging machinery. This U.S.-oriented market purchases about two-thirds of all its packaging machinery in the United States because convenience in delivery, servicing facilities and familiarity with the American product are important. Reserve space now as past packaging events have been sellouts. Mary Wiening, 202-967-5037.

Port and Shipyard Equipment Trade Mission to Greece, Yugoslavia and Italy. February. Major port improvement and expansion projects, coupled with reopening of the Suez Canal, which is expected to increase ship repair business and cargo tonnages significantly, offer tremendous opportunities for U.S. manufacturers. Among products/services offering best potential are: container terminal equipment, port traffic control equipment, conveyors for transporting bulk cargo, refrigeration warehouse equipment, shipbuilding, ship supply and ship repair equipment, and engineering and port design services. Call E. Lee Carteron, 202-967-4511.

Industrial and Environmental Noise and Vibration Exhibition and Seminar. U.S. Trade Center, Tokyo. Feb. 2-6. Market capacity and magnitude for noise and vibration instrumentation in Japan is affected generally by the intensity of industrial and environmental pollution and earthquake problems. Public nuisance control is an acute problem and the central and local governments have enacted drastic legislative countermeasures. Product content for this exhibition includes analysis and measuring equipment, control instrumentation, acoustically-rated architectural equipment used for acoustical performance, earthquake test and measure systems, hearing test and production equipment. Don McDonough, 202-967-4057.

Laboratory Instruments Exhibition. U.S. Trade Center, Stockholm. Feb. 3-6. The Swedish market for laboratory instruments, $74 million in 1974, is expected to expand 17 percent yearly through 1979. Sectors projecting highest growth (100 percent) in the 1974-1979 period are medical, educational and governmental laboratories. Sweden, highly dependent on imports of laboratory instruments, exported 80 percent of its domestic production in 1973 while imports amounted to 86 percent of the domestic market. U.S. exporters are very competitive in Sweden, with 24 percent of the import market in 1974 and an expected 26 percent by 1979. Combined import markets in Norway, Denmark and Finland approximate $140 million, of which U.S. direct sales accounted for $19 million or a 13 percent share last year. Prospects for increased sales are bright. Maurice Peter, 202-967-4256.

Industrial and Commercial Security Devices and Systems Exhibition. Feb. 10-13. Singapore Regional Trade Center. In Singapore and the regional market area of Hong Kong, Indonesia, Malaysia and Thailand these products have high potential for sustained sales growth. The total Asian market for security related systems and devices is still relatively young; no one exporting country controls a major portion of the Far East market area. Therefore, aggressive U.S. firms with reliable products can enter this competitive market with very good opportunities for increasing sales. Participation is limited. J. Lee Barnes, 202-967-3894.

Materials Test and Quality Control Equipment Exhibition. U.S. Trade Center, Milan. Feb. 17-21. Italy's extensive, sophisticated, manufacturing complex in the metal, mechanical, electro-mechanical and electronic product areas looks to the U.S. for advanced materials test and quality control equipment. Production, research and development engineers of Italian automotive, aircraft, railway, power generation, home appliance, machinery and electronic manufacturers and metal processors will attend. Non-destructive testing equipment; circuit testers; shock, vibration, stress measuring equipment; crack and seam testers; metallurgical test equipment; electron microscopes; and industrial x-ray equipment are among many items of special interest. Imports are estimated at $80 million annually. Philip Christenson, 202-967-4377.

Pro-In '76, International Design Engineering Conference and Exhibition. Duesseldorf. Feb. 21-25. This exhibition, the first of its kind in Germany, will feature components, materials and technologies. It is international in scope and is structured to reach a broad market. Included are: materials, shapes and forms, mechanical and power transmission components, fluid power — hydraulic and pneumatic, electrical and electronic power and control and joining systems and components. Don Schmadel, 202-967-2177.

Building Materials and Construction Equipment Trade Fair. Saudi Arabia. Feb. 23-28. Saudi Arabia is faced with the dilemma of how to modernize while still preserving traditional values. Its five-year development plan will inject about $100 billion into the economy and bring half a million foreign workers into the country. Specific goals of the plan are expanded health, education, and general welfare programs; construction of over 100,000 new homes per year; continued improvement in already established transportation, port, and communications infrastructure; accelerated development of industry, especially petroleum refining and petrochemicals, fertilizers and extraction and processing of mineral resources; and expansion of agriculture. Commerce is offering a uniquely integrated approach to these developments with a trade fair of 50 firms. Franc D. Manzolillo, 202-967-2515.

Industrial Process Control, Measuring and Laboratory Instrumentation Exhibition. Leipzig Spring Fair, East Germany. March 14-21. The first U.S.-sponsored exhibition at Leipzig will feature industrial instrumentation primarily applicable to the chemicals industry, including plastics, as well as the metallurgy, machine tools, and pulp and paper industries. These sectors are scheduled for heavy automation during the present and next East German five-year plans. This U.S. exhibition promises to attract an unusual amount of attention from East German buyers, and also buyers from the Soviet Union and other countries of Eastern Europe. Sept. 30 is the target date for full recruitment of U.S. exhibitors. Judith Robinson, 202-967-3376.

In-Store Promotion. David Jones Ltd., Sydney. May. David Jones Ltd., the largest department store chain in Australia, will stage a major promotion of U.S. consumer products. Eighteen of its stores throughout the country will feature a wide variety of U.S. goods, plus special exhibits and attractions. U.S. buying representatives for David Jones are: R. W. Cameron & Co., 420 Lexington Ave., New York, N.Y. 10017; and Frederick Atkins Inc., 117 West 9th St., Los Angeles, Calif. 90015. Charles Johnson, 202-967-4705.

Petrochemical Equipment & Processes. Budapest International Spring Fair. May 19-27. The petrochemical industry has consistently enjoyed the highest growth rate of all industrial sectors in Hungary. A large percentage of investments in this industry have been spent on imports from the West. Jim Robb, 202-967-4810.

Textile Machinery & Fiber Technology, INGLEGMASH-76. Moscow. May 25-June 8. Modernization of the Soviet textile industry is resulting in large imports of specialized textile machinery and fibers' technology. In the current 5-year period, production of knitted goods is planned to grow by 50 percent and some chemical fibers by 80 percent. Continued growth in these areas under the next 5-year plan offers increased opportunities. Dick Bell, 202-967-5163.

Licensing, Investment Abroad

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Foreign Investment Services Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to any of the specific proposals listed.

WTDR indicates that a World Traders Data Report containing financial and background information on the foreign firm is available for $15 from the Export Information Division, Room 1313, U.S. Department of Commerce, Washington, D.C. 20230, or from any Commerce District Office.

OPIC indicates that the country involved is eligible for investment insurance coverage and financing from the Overseas Private Investment Corporation. Information regarding applicable coverage may be obtained from OPIC, Washington, D.C. 20527.

1520—NIGERIA—North Eastern State Government (NES) plans to establish a **state housing authority** to carry out all state housing projects. Authority will be joint venture between government and an expatriate firm with engineering and construction capabilities. Foreign company would contribute capital, skilled personnel, equipment, know-how, etc. Initially, the authority will be under the direction of NES Ministry of Economic Development. It will eventually be transferred to Ministry of Works and Housing. Alhaji Gaji Galtimari, Permanent Secretary, NES Ministry of Economic Development, Maiduguri, NES, Nigeria; Alhaji Haruna Godowoli, Permanent Secretary, NES Ministry of Works and Housing, Maiduguri, NES. P-75536. OPIC.

2082—AUSTRALIA—Manufacturer of proprietary medicines and yeasts seeks to establish small **brewery** under licensing or joint venture agreement. U.S. firm to provide prestigious name, formula and technical advice. Australian per capita beer consumption is among highest in world. British Medical Laboratories, P.O. Box 31, Arncliffe, NSW. P-75494.

2300—INDIA—Licensing or joint venture arrangement is sought to produce **fashionable clothing** under brand name of U.S. firm. Company has required facilities for producing garments of all types of fabrics. Mr. M. L. Garg, Resident-Director, Trade Development Authority of India, 666 Fifth Ave., New York, N.Y. 10019, phone 212-586-5066. P-75524. OPIC.

2323—JAPAN—Well-known necktie manufacturer and distributor seeks exclusive licensing arrangement using latest designs and brand name of U.S. firm to manufacture **neckties and scarves.** Founded in 1947, firm has staff of 100. Its 1974 annual sales were $2.7 million. Firm's head office is in Kyoto with a few branch offices in other areas of Japan. Overseas Products & Investment Opportunities, Office of Export Development, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-75537.

2337 — GERMANY — Manufacturer, distributor and exporter of women's and misses' dresses, skirts and slacks seeks licensees from U.S. manufacturer of **women's and misses' two and three-piece suits and pants suits.** Established in 1949, firm employs 340. Company supplies major department stores and mail order houses in Germany and EEC. Cross licensing also of interest. "Jobi," Jacob Brinkmann, 5 Koeln 41, Aachener Str. 421. P-75535.

2816—KOREA—Seeks to license technology for manufacture of 1,000 metric tons per month of **titanium dioxide** using sulfate method. Firm is Korea's only producer of titanium dioxide and has existing plant producing 300 metric tons per month, which it is expanding. Founded in 1968. Mr. Hong, Soon Chung, Plant Manager, Han Kook Titanium Ind. Co., Ltd., Samhung Building Room 606, 32, Ulchi-Ro, 1-Ka, Chung-Ku, Seoul 100. P-75527. OPIC.

2834 — GERMANY — Seeks joint venture with medium-sized U.S. company to distribute **American pharmaceutical specialties** in Germany. Interested in products such as anti-rheumatics, anti-spasmatics, dermatological specialties, ophthalmological applications, gastric applications, hemmorhiodal preparations, common cold and flu treatments and bronchitis preparations. Also seeks to distribute a German neutral algae jelly bath preparation in United States. Dr. Dietrich Mueller-Roemer, Manager, Chemipharm GmbH & Co. KG, D-6603 Sulzbach/Saar, Justus von Liebig Str. 3. Phone 06897-2065. WTDR. P-75496.

2841—GERMANY—Seeks joint venture to manufacture **hand cleaners and disinfectant soaps for workshops, factories, chemical plants, etc.** Firm is substantial producer of hand soaps, selling primarily to factories and other industrial establishments. Employs 100 and has annual sales of $2.5 million. Interested American firms should contact immediately agent for firm: Frau Gerock, Manager, IRS Stahlhandel, 71 Kasernenstr., 4 Dusseldorf. Phone 0211-10664; telex 08588069. P-75495. Herr Herold of IRS Stahlhandel plans to visit United States in late summer to meet with prospective partners.

2891, 3079—SWITZERLAND—Seeks technical know-how to manufacture new items, mainly of plastic, in fields of **insulating materials, packaging, sealing compounds and inflatable tents.** Technology is sought for manufacture of following types of items: (1) Insulating materials for building industry such as foamed sheet and profiles for thermal and sound insulation, foils for waterproofing of pools, flat roofs, etc., as well as foils with special physical properties such as resistance against damage due to external influences such as hail, chemicals, heat, etc.; (2) Novel types of foamed packagings in form of containers, boxes, etc., as well as "keep fresh" foils for perishable goods like dairy products, prepacked meat, etc.; (3) Adhesives and sealing compounds for building industry, including hot melt preparations; and (4) Large inflatable, self-supporting tents (supported by means of compressed air) for industrial applications such as stocking, warehousing, manufacturing, exhibiting, etc. Firm is well regarded manufacturer of packaging materials, insulating, sealing compounds and foils which it exports throughout Europe. Has modern plant facilities, widespread sales organization, is financially sound, and employs 150. Dr. Ross, Sarna Kunststoff AG, Postfach 12, 6060 Sarnen. P-75515.

2899, 3442, 3069—GERMANY—Firm seeks licensing arrangement with U.S. firm for production of **safety floor covers for staircases to prevent slipping; special grouting for bathroom construction, non-shrinking, etc.; metal building and construction parts including frames for windows and doors, etc.** Founded in 1908 as manufacturer and distributor of outdoor frames, window frames, sanitary and heating fixtures, building materials, tiles and floor covers. Employs staff of 50 plus 4 travelling salesmen. Sales network covers West Germany. Also exports to EEC and EFTA countries. Mr. Kurt Schappert, Anton Trum KG, D-5412 Ransbach-Baumbach, Ritterstrasse 1. Phone: 02623-2061. P-75531.

3079, 3634 — SWITZERLAND — Seeks licenses to manufacture novel **institutional and household appliances and food preparation equipment.** Specifically interested in (1) small, household-type, electrically and manually operated garbage compactors with capacity of 30 to 10 gallons; (2) catering mixers and similar institutional food preparation apparatuses; (3) attractively designed, low-priced, small and medium-sized meat choppers for household and institutional applications; and (4) kitchen gadgets for household and institutional use such as novel types of ice molds made from plastic for ice making, ice cream dippers with plastic handles and built-in ice cream releasing device, as well as any other novel item of this kind involving plastic and metalworking operations, suitable for mass production. Company makes household appliances, employs 200, and has tripled its sales over last five years, topping $8 million in 1974. Has excellent connections to Europe's largest distributors and end-users, and produces in modern, highly automated plant. Mr. R. Steiner, Gimelli & Co., AG, Bernstrasse, 3052 Zollikofen. P-75532.

3079—UNITED KINGDOM—Seeks licenses to manufacture **sun screens incorporating acrylic sheet.** Firm manufactures roof lights and acoustic telephone hoods and is experienced with acrylic sheet production and aluminum fabrication. Founded in 1938, employs 150, has annual sales of $2,750,000 and sells abroad as well as domestically. Mr. Peter C. Warwick, Managing Director, William J. Cox Ltd., London Rd., Tring, Hertfordshire, HP23 6HB. P-75500.

3255 — SAUDI ARABIA — Importer and wholesaler of watches and general trader, seeks quotations from U.S. firms that would be capable of installing and operating complte **clay brick manufacturing factory.** U.S. firm is expected to run plant for one year and then turn operation over to Saudi firm. Fixed fee for installation and operation will be negotiated. Saudi firm will provide necessary land and give other needed assistance. Desires negotiations to start soon as possible. Interested firms should contact Mr. Adnan M. N. Qutub, P.O. Box 944, Mecca. Cable address: GINSBO; telephone: 22016. WTDR. P-75533. OPIC.

3271—KOREA — Seeks technical assistance from U.S. firms or partners for manufacture of **steel reinforced concrete blocks used in the construction of breakwater.** Firm is presently negotiating two sub-contracts for construction of harbors in Saudi Arabia. Projects scheduled to start during 1975 and are expected to involve approximately $120 million expenditure by Saudi Arabian Government. Firm is third largest construction company in Korea. Engages in overseas construction projects as well as domestic projects. Mr. Won Suk Choi, President, Dong

Ah Construction Ind. Co., Ltd., Dong Ah Bldg., 58-12, Sosomun-Dong, Sodaemun-ku, Seoul, 120. Attention: Mr. Jung Kil Yoo, Engineer. Cable: EACONST Seoul. P-75514. OPIC.

3300—ITALY — Representative of Italian **steel manufacturer** desirous of selling plant to U.S. financial group or steel manufacturing firm. Maintains two manufacturing plants. Manufactures and distributes special purpose steel, i.e., structural steel, stainless steel, high-speed and extra high-speed steel, alloy steel (sheets, strips, castings, etc.). Employs 700. Dott. Emilio Foa, Viale Pinturicchio 24, 00196 Rome. WTDR. P-75539.

3353, 2653, 3632—ISRAEL—Firm interested in joint venture with U.S. firms to produce **aluminum sheets for buildings; refrigerated cold storage houses and dry wall partitions.** Presently produces wide range of acoustic ceilings, including 30 models crated in original designs, patterns, shapes and colors. Products exported to Europe, Africa and Far East. Established in 1960, employs 300 including 10 salesmen. Annual estimated sales $2 million. Mr. Av-Zuk, Alcol Ltd., Export-Import Dept., 19 Hazefira St., Tel Aviv. P-75519. OPIC.

3400—AUSTRIA—Firm interested in negotiating licensing arrangements with U.S. firms for production of **machinery, equipment or supplies made of metal** to utilize idle metal working and finishing capacity. Products of potential interest include ski bindings, surgical instruments, paint spraying equipment, metal fittings, boat hardware, etc. Modern machine tools and other processing equipment available for following types of activities: punching, turning, vacuum, brazing, riveting, resistance and impulse welding, tin nickel and copper plating, etc. Firm employs 700. New plant covers 110,000 sq. ft. of production space. Has excellent business contacts in Eastern Europe. Anker Datentechnik Ges.m.b.H. KG, Trattfelderstrasse 92, A-8054 Graz. P-75540.

3443—ITALY—Seeks licenses to manufacture (1) **Sea and high-salinity water evaporators for industrial plants, including feed water for boilers and for industrial processes. Evaporator capacity: from 50 to 200 cubic meters per hour. Firm estimates $3-6 million annual potential sales;** and (2) **Nuclear water evaporators—Evaporators for processing of nuclear wastes including chemicals from regeneration process of resin ion-exchanges (deep beds) and filtered water (floor drains). Capacity up to 50 cubic meters per hour. Firm estimates $3 million market potential.** Italian firm is engaged in engineering and manufacturing operations. Active in industrial plant automation, air and water pollution, including radio-activity pollution and nautical equipment. Well established, enjoys favorable business reputation. Mr. Michele Andreotti, Engineer Chief, Termokimik Corporation, Via Arbia 23, 00199 Rome. P-75489.

3494—GERMANY—Firm seeks U.S. know-how and license rights for production of **quick couplings,** small types, used in sprinkler/irrigation systems. Founded in 1971 as single proprietorship. One of leading West Germany companies specializing in manufacture, importation and distribution of sprinkler systems for agriculture, horticulture, and parks and athletic grounds. Sales areas cover West Germany and EEC countries. Herr Worst Wieler, Manager, Regentechnik, D-672 Speyer/Rhein, Boschstrasse 2. Telephone: 06232-5970. P-75522.

3500—SWITZERLAND — Well established manufacturer of heating, air-conditioning equipment plans to diversify. Seeks licenses to manufacture following products for European markets: (1) **Industrial and commercial air filtering systems, including dust collecting equipment, air-scrubbers, and other advanced technology air-pollution control devices;** (2) **Industrial and commercial low-energy consumption air-conditioning equipment, possibly medium-sized systems suitable for manufacture in series;** (3) **Noise abatement systems (insulation against noise) for installation along highways, plants, construction sites, etc., as well as items for installation on compressors, and other high-level noise producing machinery—items of interest may include sheet metal fabricating, panels, castings, etc.;** (4) **thermal and sound insulating aluminum and steel elements (including insulation) for use as suspended building facades;** and (5) **steel furniture, shelves and similar medium-sized items for stocking of tools, fasteners, etc., for industrial application.** Operates two modern plants, employs around 300. Equipped with automatic sheet metal working equipment, can also handle all related surface treatment procesess. Has engineering department. Connected with German group of companies. Dr. Jan Glos, Hermann Pieren AG, 3510 Konolfin gen. P-75529.

3500—UNITED KINGDOM—Seeks licenses to **manufacture equipment** for: (1) **pyrolysis of such waste materials as automobile tires to make useful chemicals;** (2) **scrap metal recovery from contaminated waste including plastics, copper and aluminum;** (3) **detoxification of liquid wastes;** (4) **incineration of sewage and other sludges;** (5) **production of insecticides and herbicides, particularly chlorinated compounds;** and (6) **citric acid production.** Equipment would be sold in U.K. and Europe. Firm presently makes fume and liquid incinerators, liquid phase heaters, inert gas generators and synthetic resin equipment. Employs 100. Mr. P. Chandler, Hygrotherm Engineering Ltd., Botanical House, Botanical Avenue, Talbot Road, Manchester M16 OH6 P-75528.

3523—UNITED KINGDOM—Seeks licensing arrangement to manufacture and market **maize drills, forage harvesters for grass and green maize and mechanical handling attachments for fork lifts.** Presently produces various types of agricultural machinery, including reversible plows, combine seed drills, rotary slashers, and cultivators. Employs 250, is affiliated with British Leyland Motor Corp. Mr. William C. Morris, Managing Director, Barfords of Belton Ltd., Belton, Grantham, Lincolnshire NG32 2LY. P-75498.

3523—UNITED KINGDOM — Firm seeks manufacturing and/or marketing arrangements with U.S. companies for production and/or sale in U.S. of all types of **agricultural machinery except tractors.** Presently manufactures, distributes, imports and exports livestock farming equipment, static storage equipment and industrial castors. Established 1949, employs 3,200 including 150 salesmen. Mr. P. J. Bell, Managing Director, Gascogne, Gush & Dent Ltd., Gascogne House, Jacklyns Lane, Alresford, Hampshire. P-75478.

3531—MEXICO—Firm engaged in manufacture of gas cylinders and steel storage tanks, is interested in obtaining know-how to expand into business of manufacturing **concrete mixers (truck mobile type)** and solicits information from U.S. patent holders concerning Mexican manufacture under license or other mutually agreeable arrangements. Truck mixers would have 4 or 5 cubic meter capacity. U.S. firms interested in selling know-how in exchange for royalties, fixed fee or other equitable return should contact Mr. Miguel Villareal, Engineer Productoin Manager, Cilindros y Troqueles, S.A., Calle 8 de Julio 2613, Guadalajara, Jalisco. Telephone: 121514. WTDR. P-75521.

3535—MEXICO — Seeks to manufacture **heavy-duty bulk conveyors** under license or joint venture. Conveyors should be 60 inches wide, have a capacity of 500 to 3,000 tons per hour and move 250-750 feet per minute. Firm anticipates increased domestic demand for conveyors, because of mining and steel mill expansion. Presently produces and distributes specialized materials handling equipment. Employs over 250, estimated 1974 sales $4 million. Ing. Juan E. Orozco, Director De Ventas, Rodacarga, S.A. De C.V., 45 Norte No. 1074, Col. Industrial Vallejo, Mexico 16, D.F. Telephone: 567-3311. P-75482.

3542—MEXICO—Medium-sized firm seeks joint venture arrangement for production of **bending machine.** Interested in production of machines with dimensions of ½″ to ¾″ by 8′ to 10′. Presently puroduces liquid and gas storage tanks. Present production devoted to tanks for butane gas, with capacities of 30-50,000 liters. Proposed investment opportunity is offered on basis of equity participation. Mexican firm offers its experience, physical plant, additional land for expansion, equipment and capital. Equity distribution to be negotiated, but Mexican law limits foreign participation to 49 percent. Sr. Raul Gonzalez, Estructuras Metalicas, S.A., Guerrero Nte. 1213, Monterrey, N.L. P-75518.

3550—UNITED KINGDOM—Seeks license to manufacture **office equipment, textile machinery and accessories, braiding and carpeting machines and food packaging equipment. Also, machines tools and accessories and domestic and industrial waste disposal equipment.** Presently produces complete offset printing machines, machine tool components, power operated net looms and vehicle components. Employs 600. Mr. J. M. Green, Project Manager, Ratby Engineering Co., Ltd., Peckleton Common, Earl Shilton, Leicester LE9 7RG. P-75490.

3559—INDIA—Seeks license to manufacture **chemical machinery.** Wants to obtain advanced technical know-how to produce wide range of equipment, including plate type exchangers, storage spheres, distillation columns, storage tanks for cyrogenic applications, steam tube rotary dryers and similar prdoucts. Presently makes pressure vessels, storage tanks, heat exchanges and spare parts for ships. Also carries out designing, fabrication and erection on contract basis. Mr. K. S. Raghunathan, Director, Padma Plate & Structurals Pvt. Limited (PPSP), Apeejay House, Bombay Samachar Marg, Bombay 400 001. WTDR. P-75534. OPIC.

3560—AUSTRALIA — Small manufacturer of **precision components** seeks license or joint venture. Wants to fully utilize manufacturing and personnel capabilities in manufacture and possible assembly of additional products. Firm's basic experience is in parts for pumps and compressors, but can easily adapt to different products. Operation is most suitable for low volume precision work. Company policy is to replace all machine tools after five years in order to maintain precision standards, not a common practice in Australia. Symon Engineering Co. Pty Ltd., 19 Margate Street, Botany, NSW 2019. WTDR. P-75497.

3560—UNITED KINGDOM—Manufacturer of machinery, presses and gears seeks to broaden its product line. Is interested in **licenses to make general/engineered products.** Presently makes hydraulic presses, circular sawing machines and gear boxes. Has also produced milling, saw sharpening and cropping machines under sub-contract and licensing. Firm's facilities cover wide range of capabilities. Include broad range of metal removal machines, foundry, large fabrication shop and comprehensive gear production unit. Careful consideration will be given to all proposals, as changes can be made to

handle suitable products outside the present scope. Firm employs around 200. Mr. D. J. English, S. Russell & Sons Ltd., Bath Lane, Leicester LE3 5BB. P-75491.

3561—GERMANY — Seeks cross licensing agreement for the manufacture of **process pumps** to correspond with American Petroleum Institute standards 610. Interests include **single stage, propellar, multi-stage, other centrifugal pumps; compressors (excluding refrigeration compressors); oil well and oil field pumps (excluding boiler feed subsurface pumps); slush pumps and vertical type submersible pumps.** Firm currently produces and distributes various types of pumps, valves and fittings. Sales network covers West Germany and rest of Western Europe. Employs 1,200. Mr. Klaus Ratzeburg, Director of Marketing, SIHI International (Halberg GmbH). D-67 Ludwigshafen/Rhein, Halbergstrasse 1. Telephone: 0621-56121. P-75520.

3569—FRANCE—Seeks license to manufacture **small and average size mechanical parts.** Firm is presently engaged in general mechanical work. Employs 10, good reputation. Mr. Radames Morelli, General Manager, Ateliers Mecaniques Morelli, 12 rue Lemoine Riviere, 95100 Argenteuil. P-75526.

3585—GERMANY — Seeks cross licensing agreement with U.S. company for **advanced air conditioning equipment.** Product interests include (1) **punched and holed sheet metal silencers;** (2) **cross talk silencers for use between room connections;** (3) **asonators for motors, fans and blowers;** and (4) **duct and pipe suspensions specifically for slotted air ducts of special and unique design.** Has 110 employees. Distribution and sales network covers West Germany, Netherlands and Italy. Firm enjoys excellent business reputation. Herr Krembel, Manager, Isoliertechnik Horst Grassman, D-6451 Froschhausen, P.O. Box 60. P-75499.

3600, 3800—GERMANY—Seeks to manufacture new, advanced products under license. Interests include **electronic and electromechanical controllers, detectors and sensors; electronic alarm systems; electrostatic response automatic temperature controls; electronic and electrical process control instruments; heating equipment, pumps and accessories; latest types of fluorescent lamp ballasts; and other items of a similar nature.** Operates modern, fully equipped plant, has experienced sales force. Serves building industry. Dipl.-Ing. Heinrich Constabel, The Electricity Meters Div. of AEG-Telefunke, 3250 Hameln 1, Kuhbrueckenstrasse 2-4. Telephone: 0 51 51 821. P-75486.

3600—UNITED KINGDOM—Small company seeks license to produce any **electrical/electronic items of a relatively simple nature.** Presently, firm manufactures electrical temperature controls, also provides electronic servicing to textile industry. Mr. D. Booth, Managing Director, Elements Plus Limited, 16 Canal Street, Congleton, Cheshire CW12 3AA. P-75485.

3629—INDIA — Recently established firm seeks license to manufacture **power correction capacitors.** Proposal calls for production of low and high tension power capacitors in range of 440 to 33,000 volts. Annual production capacity will be 25,000 KVAR. Basic raw materials and equipment for proposed project available in India. Owner worked as electrical engineer in U.S. Mr. Yatin S. Daftari, Techno Electricals (TE), c/o Unity Printing Press, 166 Dr. Dadbhoy Naoroji Road, Bombay 400 001. WTDR. P-75429. OPIC.

3631—FRANCE—Seeks license or sub-contracting arrangement to manufacture **household ranges, ovens and stoves.** Particularly interested in new products in the household appliance line such as **microwave ovens, food waste dispensers and trash compactors.** Subsidiary of two leading producers of household appliances and does sub-contracting work for these companies. Owns extensive and well-equipped production facilities, employs 350. Has no marketing organization, so U.S. company would have to handle this function. Ets. Pain S.A., Lipsheim, 67640 Fegersheim. P-75488.

3639, 3272—BELGIUM—Firm specializing in manufacture of stoves, boilers and water heaters wishes to sell two plants, one a fully-equipped metal fabricating plant, the other a metal foundry. Also interested in an association for production of new range of products: **automatic dishwishers, kitchen and snack bar equipment, garden furniture.** Mr. Charles Winterbeeck, Director of Industrial Service, Consulate General of Belgium, 50 Rockefeller Plaza, Suite 1104, New York, N.Y. 10020. Telephone: 212-586-5110. P-75538.

3651—TURKEY—Seeks agreement with a U.S. firm **to supply chassis components for 12-24-inch screen television receivers which the Turkish company is presently manufacturing.** Estimated 1975 production 200,000 units. According to firm, royalty fees involved in usage of brand name would have to be incorporated in price of components. Leading manufacturer of integrated circuit TV sets, loudspeakers, high voltage transformers, condensors and printed circuits. Part of major holding company with diversified interests: Mr. Mehmet Madakbas, Telra Televizyon Radyo Sanayi Ve Ticaret A.S., Inkinci Tasocagi CAD. 26-28, Mecidiyekoy, Istanbul. P75480.

3662—SPAIN—Seeks capital investment of $50,000, plus necessary technical assistance to manufacture **VHF-FM radio transmitter-receivers, FHF-FM radio-telephones and portable VHF-FM radio transmitter-receivers.** A U.S. participant is offered 25 percent interest in the Spanish company. Initially only one or two models would be manufactured in Spain, remaining equipment would be imported. As the enterprise develops, additional equipment would be added to product line. Presently produces radio-telephone equipment and imports and markets communications equipment and electronic appatraus. Sells throughout Spain and claims large local potential for this equipment. Well regarded and highly reputable. Mr. Francisco Sauca, General Manager, Payma, S.L., Enrique Larreta 9, Madrid 16. Cable: PAYMA; Telex: 23178; Telephone: 91/215-3941. WTDR. P-75487. Further details available from Foreign Investment Services Staff, Office of Export Development, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230.

3677, 3569—GERMANY—Major German manufacturer of air purification equipment and electro-static precipitators, including electro-filters and scrubbers, seeking a license for production in Germany of **fabric filters particularly for use in iron and steel industry.** American firm should be well established in this field. Interested American firms should respond to: Chief, Economic/Commercial Section, American Consulate General, Box 515, APO New York 09080. P-75517.

3679—INDIA—Several Indian firms interested in forming joint ventures to **manufacture products in Santa Cruz Electronics Export Processing Zone in Bombay.** To obtain a list of companies and further information about incentives offered by the Zone write: Mr. M. L. Garg, Resident-Director, Trade Development Authority of India, 666 Fifth Ave., New York, N.Y. 10019. P-75481. OPIC.

3679—UNITED KINGDOM—Manufacturer of wide range of electronic componentry for OEM market seeks license. Wants to produce **components used in domestic consumer electronic products field such as home entertainment equipment and appliances.** Also interested in manufacturing production run quantities of **industrial control equipment.** Prepared to discuss financial participation by U.S. firm. Also makes stereo cassette record/playback modules. Operates several modern plants, employs around 285. Mr. E. G. Bull, T.D., Director, G. R. International Electronics Ltd., Doman Road, Camberley, Surrey. P-75483.

3999 — GERMANY — Manufacturer/distributor of **aquarium accessories** seeks to expand its present line of business. Seeks licenses from U.S. manufacturers of "new to market" aquarium accessories. Established 1952. Mr. N. Potthoff, c/o Montanus Potthoff & Co., 565 Solingen 11—Ohligs, Postfach 110606. P-75525.

7011—EGYPT—Joint venture arrangement sought to construct and furnish **400-room first-class hotel in Alexandria.** Egyptian firm will participate on 50 percent basis. Ragab Export and Import Co., Sesostris Street No. 11, P.O. Box 736, Alexandria. Cable: MARAGAB, Telex: 4024, Telephone: 807479 or 807188. P-75516. OPIC.

Licensing In U.S.

For additional information on these opportunities to manufacture foreign firms' products in the United States under a licensing agreement or in partnership, write the Investment Services Staff, Bureau of International Commerce, Room 4020, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-2248) referring to appropriate file number.

FRANCE—U.S. licensee is sought by a French company for manufacture of following **two product lines:** (1) engineers saw and die sinkers, files, rasps, and assorted tools, and (2) heavy equipment such as drilling rigs, and machines, high pressure injection cementing presses, excavating machines, and membrane pumps. File 2786

GERMANY—U.S. licensees are sought to porducc a **polyurethane-based plastic surface** for athletic tracks, basketball and tennis courts, and other playground areas, both indoors and outdoors. Spikes may be used without damage on the surface, which was used for the 1972 Olympics and has been installed in numerous stadiums around the world. File 2787

GERMANY—Skilled master mechanic, induced by the energy crisis to develop a **heat exchange unit,** would like the unit manufactured under license in U.S. Unit is mobile and safe, and can be attached to existing warm water central heating systems. File 2788

GERMANY—License is offered for production of **conveying systems to transport papers and materials among offices.** Bags and conveyor belts making up the systems are available for distances as short as 10 meters. File 2789

GERMANY—German manufacturer and distributor of **mills for drying, cooling, and dust clearing of purl or sandy mineralic raw materials** (quartz sand for foundries, glass manufacturing industries, and water treatment and purification plants) wishes to set up licensing or joint venture arrangement with a U.S. partner. Firm has pioneered development of a new high pressure procedure to produce sand lime bricks which can be used without cement for building construction. File 2790

GERMANY—Manufacturer and distributor of agricultural machinery and equipment would like to license production in United

States of **one or two-row, tractor-mounted corn harvesters (trappers); automatic loading and unloading, one-man bale transporters; tedders and rakes; pickup wagons, loose hay and straw loaders, and manure spreaders.** File 2791

NORWAY—Licensing rights are offered for a patented **drying unit for the chemical processing industry,** manufactured for steam pressure vessels from mild steel, stainless steel, or other weldable materials. Cross-licensing arrangement will be considered; U.S. licensee should be engaged in production of other equipment connected to drying stage of processing of powdery products. File 2792

SWITZERLAND—U.S. firm is sought for manufacture under license and distribution of a new **flexible construction system for one-story buildings.** System consists of a series of aluminum profiles for structural skeletons of walls, floors, and ceilings, as well as door and window framing and casing. Also interested in representing U.S. building materials, principally metal. File 2793

SWITZERLAND — Specialized Swiss company in field of supplies for sanitary installations and industrial piping systems wishes to license manufacture of its **bathroom fixtures.** Water outlets and basins can be installed in existing bathrooms without need to change piping and drain installations. Includes mirror-cabinets and shelves with built-in water pipes and faucets. File 2794

SWITZERLAND—Newly developed **waste shredders** are offered by a firm of engineering consultants for manufacture under license and distribution in the U.S. File 2795

UNITED KINGDOM—Large manufacturer of **machinery for cutting fully and semi-compressed flat asbestos boards** would like its line produced under license in U.S. By means of a contoured, smooth-edged blade that performs a punching, shearing action, avoids undesirable dust levels. File 2796

UNITED KINGDOM—Small British firm of design engineers is seeking U.S. licensee for its **system of measuring and controlling electrical conductivity in solutions.** System is free from errors due to polarization of electrodes and remains independent of fouling for long periods. File 2797

SWITZERLAND — Large manufacturer of manual and electrical household and institutional appliances wishes to license production of its **comb and dry combinations and other hairstyling sets, espresso coffee machines, food mixers, and vegetable and fruit cutting, slicing, and chopping devices.** These items require mainly plastic parts, as well as metal parts and small electric motors. Cross-licensing arrangement will also be considered. File 2541-R

GERMANY—Producer of **wood and metal boring and grinding machines and woodworking machines for industrial and hobby** use is interested in arranging a joint venture with a U.S. firm. File 2798

GERMANY—Manufacturer of **air purification equipment and electro-static precipitators,** including filters and scrubbers, seeks joint venture with American company for production, distribution, and installation of its air and gas treatment and purification plants in U.S. File 2799

GERMANY — German manufacturer of **tinned and stainless wire strainers and sieves, as well as plastic household articles,** is interested in arranging a partnership in U.S. with established, medium-sized American firm producing these items. File 2800

GERMANY—U.S. partner having marketing capability and experience with **plastic products,** preferably related to automobile and consumer goods industries is sought by a German manufacturer. File 2801

Foreign Trade Inquiries

These trade opportunities are based on reports received from the U.S. Foreign Service—Department of State by the Trade Opportunities Division, Room 2323, U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest are indicated by the five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1972 Census of Manufactures.

U.S. firms should be aware that the listing in Commerce Today *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.*

Every effort is made to include only traders with good reputations. However, the Department cannot be responsible for any trade relations.

WTDR indicates that a World Traders Data Report on this specific firm is available at $15 from the Export Information Division, Room 1313, U.S. Department of Commerce, Washington, D.C. 20230. A WTDR is a trade profile which contains commercial information including financial references, on an individual foreign firm. Orders must include complete name and address of the subject firm and be accompanied by payment. Further information concerning WTDRs and request forms are available at each Commerce District Office.

The mark (•) indicates that this trade opportunity is a request for bids by a foreign government agency.

Direct Sales

Miscellaneous marine products

09190 — JAPAN — Tropical fish; salt water fish from Caribbean Sea, such as French angel, queen angel, etc. Estimated annual purchase $10,000. Top importer & distributor of tropical fish in western Japan. Annual sales $333,000 and paid-in capital $167,000. Ref. Sanwa Bank, Tamade Br. Reply to—Mr. Yoshiyuki Kuwabara, Pres., 6C. Nankai Gyoen Co., Ltd., 1-9-15 Nishi Suminoe, Suminoeku, Osaka 559. Cable Ninkaigyoen Osaka; tel: 06-673-2984.

Highway & street construction

• 16100—BOTSWANA—Tender for upgrading to bitumen standard of existing road from Serule to Selebi-Pikwe (Contract EIA) as follows: a) either stripping the existing wearing course (540,000 sq. meters), recompacting the sub-grade (580,000 sq. meters) and replacing and recompacting the wearing course, or recompacting the wearing course (540,000 sq. meters) and placing gravel subbase course (60,000 cubic meters; b) stabilizing gravel base course (63,000 cubic meters); or c) double seal bituminous surfacing (400,000 sq. meters). Completion time for contract will be 12 months. The project is financed by a World Bank loan. Specification and plans are available for $73.60 (R50) deposit at the offices of the Shashe Project Management Unit (Attn: J. Halcro-Johnson, senior civil engineer), P.O. Box 345, Gaborone, and may be reviewed there. Deposit will be returned on receipt of a bona fide tender by the due date, Sept. 30. Tender documents in English are available.

Heavy construction

• 16200 — LIBYAN ARAB REPUBLIC — The General Corporation for Electricity invites specialized firms to bid for the construction, supply and installation of a steam power plant east of Tripoli, consisting of 4 units X 120 megawatts, 4 units X 10,000 cubic meters water desalination per day, and accessories. This plant will be connected to the 220 KV main network of Tripoli. The location is 125 kms. east of Tripoli on the coast. Tender documents and specifications are obtainable upon payment of LDS 200 ($688) from the Tender & Contracting Office, Electricity Corp., 1 Halab St., P.O. Box 688, Tripoli. Interested firms should attach to their tender additional documents certifying their qualifications, experience, and financial status. The bid deadline is Dec. 1.

• 16200 — LIBYAN ARAB REPUBLIC — The Council of Nutrition and Sea Wealth invites specialized contractors to bid for the construction of Zuara Fishing Port (Tender No. 2/75). Zuara is situated on the coast road 110 kms. west of Tripoli. Work consists of dredging, deepening, construction of quays, breakwaters, workshop and administration building, sewage facilities, and water and electricity networks. Tender documents are available upon payment of LDS 500 ($1,710) from the Council of Nutrition and Sea Wealth, Shara Abou Harida, Tripoli. Tenders, due Nov. 10, must be accompanied by a guarantee of LDS 200,000 ($679,000). A bidding firm must be registered at the Ministry of Housing as an international contractor. The tender is indivisible.

Broad woven fabric mills, cotton

22117—GERMANY—Plain dyed & finished cotton fabrics; printed & finished cotton fabrics. Supplies main mfrs. of women's, misses' & juniors' outerwear for European market. Annual sales value DM 5 million. Quote c.i.f. German or European port. Reply by fastest means to—Hans Juergen Sommer, 515 Bergheim, Berliner ring 1-3. Tel: 61416.

Broad woven fabric mills, manmade fiber, silk

22218—GERMANY—Plain dyed & finished fiber & silk fabrics; printed & finished fiber & silk fabrics. Supplies main mfr. of women's, misses' & juniors' outerwear for European market. Annual sales volume DM 5 million. Quote c.i.f. German or European port. Reply by fastest means to—Hans Juergen Sommer, 515 Bergheim, Berliner ring 1-3. Tel: 61416.

Broad woven fabric mills, wool

2231315—GERMANY—Finished wool ap-

parel fabrics. Supplies the main manufacturers of women's misses' and juniors's outerwear in Germany and Europe. Annual sales volume is DM 5 million. Quote c.i.f. German or European port. Reply by fastest means to—Hans Juergen Sommer, 515 Bergheim, Berliner ring 1-3. Tel: 61416.

Floor covering mills, products

2279074 — GERMANY — Artificial lawns. Founded by Host Wieler in 1971 as importer and distributor of sprinkler systems for agriculture, horticulture, and sports fields. Sales area: W. Germany and EEC countries. Annual turnover estimated at several million DM, considered large in its field in W. Germany. No derogatory information received on payments or otherwise. Dir. sale & distribution. Reply to—Horst Wieler, Regentechnik, D-672 Speyer/Rhein, Boshchstrasse 2. Tel: 06232-5970.

Logging camps, logging contractors

• **24110, 24210, 24910 — IRAN** — Telecommunication Co. of Iran request bids on 33,500 wooden poles and 7,000 wooden crossarms. Bid deadline is Sept. 24, at 9 a.m. Interested parties should send the U.S. dollar equivalent of 2,000 rials ($1=66.41 Rls.) for specifications, terms and conditions of tender to K. Sadeghi, Procurement Officer, Telecommunication Co. of Iran, Kourosh Kabir Ave., Bisim Pahlavi, Tehran.

Public building, related furniture

• **25310 — LIBYA** — The Tripoli University, Sidi El-Masri, P.O. Box 398, Tripoli, is seeking bids for furniture required for classrooms and faculty. Bid deadline Oct. 15. Tender documents available from above address for $178.

Converted paper, paperboard products

• **26400, 39500 — ETHIOPIA** — The State Trading Corp., Ethiopian Import-Export Corp., P.O. Box 1897 (Telex 21044), Addis Ababa, requires the following items: one million airmail envelopes, size 10.5 x 24.1 cm; 250,000 manila envelopes of varying sizes; 1,100,000 pcs, newsprint—white parchment sheets of varying stationery sizes; 185,000 boxes of carbon paper of varying types and sizes; 5,000 reams of 500 sheets of one-time carbon paper, size 860 x 1,220 cm, and 20,000 boxes of 48 each duplicating stencils, sizes 23 x 45 cm. Bid deadline: as soon as possible. Bids should be mailed to: The Manager, at Addis Ababa address. Additional specifications are available from U.S. Department of Commerce, Washington, D.C. 20230. (202-967-3530).

• **26400—EGYPT** — Supply of paper tape rolls is required for operation of 5-unit code perforators. Tape rolls shall be continuous without any joint. Tape color will be white or light yellow. Paper shall be glycerinated parchment type and shall give clean and sharp holes on fully shaded and shadeless type perforations. Bid deadline: Sept. 20. Bid offers should be f.o.b. and c.i.f. basis. Bid must be accompanied with provisional deposit of a 2 percent of total value. Quick delivery will be considered. Complete or partial deliveries should be indicated. Bidders shall submit 5 complete tape rolls of each type specified as specimen. Bidders should submit offers through an Egyptian agent or Egyptian commercial company. Copies of tender are available from U.S. Department of Commerce, Washington, D.C. 20230, 202-967-3530.

Gum, wood chemicals

• **28650—SURINAM** — Important chemical distributor wants c.i.f. price quotations on chemical wood preservatives, creosote and Wolman salts. Address Fernandes Verenigde Bedrijven N.V., Klipstenenstraat 2-6 (or P.O. Box 1838), Paramaribo, Surinam.

Rubber & plastics hose & belting

3041451 — AUSTRALIA — Flexible hose used by travelling irrigators. Internal dia. 4 in. Approx. length 660 ft. Thickness .135 in. Average weight/ft. to be just less than one lb. To be made of nitrile/p.v.c. or similar product. Tensile strength min. 1200 p.s.i. Minimum hydraulic bursting pressure 500 p.s.i. WTDR 5/74. Dir sale & agency. Cable—Peter Lorschy, Trading Mgr. Alcan Australia Ltd., Unwin St., Granville, N.S.W. 2140. Cable Alcanaust; tel 637 0133.

Steel mill products

• **33100—EGYPT**—50,000 ft. casing, 9⅝" O.D., 47 lb/ft C-95, 8 RD thread, range 3 LT and C C/W couplings; 100,000 ft. casing, 9⅝" O.D., 40 lb/ft N-80 8 RD thread, range 3 LT and C C/W couplings. No tender deadline. Kamel Kasseify, 17 Salah Salem St., P.O.B. 904, Alexandria. Order is for Gulf of Suez Petroleum Co., Cairo. Details available at above address.

• **33100—EGYPT**—2,600 m.t. steel plates, sections, angles, bars and strips, of siemens maring, shipbuilding quality grade 'A', weldable with test certificate from G. L. No tender deadline. Kamal Kasseify, 17 Salah Salem St. P.O.B. 904, Alexandria. Order requested by Timsah Shipbuilding Co., Alexandria. Details available at above address.

Rolling, drawing, extruding of nonferrous metals

• **33500—IRAN**—3.5 tons copper sleeves for steel core wire, diameters 3/6 and 4 mm. Tender No. 54/37; bid deadline Sept. 27. Telecommunications Co. of Iran, Kourosh Kabir Ave., Tehran. Tender documents available at above address at a cost of dollar equivalent to Rls. 1000 ($1=66.641 rials).

Construction, mining, materials handling machinery, equipment

• **35300—PERU**—Empresa Siderurgica Del Peru—Siderperu, the Government Steel Mill, is interested in contacting U.S. firms willing to quote for following equipment: A) Automatic bulk material scales for weighing and proportioning iron ore pellets. B) Automatic scales for coal weighing and proportioning. C) Proportioning scales for rocky materials. D) Magnetic separators: capacity 5-40 ton/H. F) Magnetic separators: capacity, up to 15 ton/H. G) Rotating points (rotating couplings). H) Refractory steel pipes for operating temperatures of 1300 degrees. More detailed description of the equipment is available from the Transportation and Capital Equipment Div. BDC-464, Rm. 2130, U.S. Department of Commerce, Washington, D.C. 20230, (202-967-5593). Quotes including catalogs and specifications are requested from Rene Barbis D., Asesor Tecnico, Siderperu Av. Tacna, 543-Piso 11, Lima 1, Peru. Cables: Siderperu; Telex 3540270.

• **35300—BURMA**—Assorted mining equipment. Major items: 5 crawler tractors, three 1½ cubic yard shovel loaders, 4 water pumps, 2 diesel engines, 4 air compressors each 350 cfm, 8 rotary percussion jack hammers, 6 rock drills, concrete breakers, one 5-ton electric winch, one 6½ ton dump truck, 6 pneumatic picks and 6 light jack hammers, and related equipment. Tender No. 31/56; bid deadline Sept. 15. Director General, Myanma Mineral Development Corp., Kanbe Rd., Yankin P.O., Rangoon. Tender documents available on short-term loan basis to firms located in U.S. from Transportation and Capital Equipment Division, BDC-464, Room 2130, U.S. Department of Commerce, Washington, D.C. 20230, 202-967-5593.

• **35300—INDIA** — 25 manually operated blow out preventors, 6 inches size, 5000 psi. Tender No. IMP/PROD(SE)/16/75; bid deadline Sept. 18. Oil and Natural Gas Commission, Directorate of Stores and Purchase, Tel Bhavan Dehra Dun, U.P. Tender documents available on short-term loan basis to firms located in U.S. from Transportation and Capital Equipment Division, BDC-464, Room 2130, U.S. Department of Commerce, Washington, D.C. 20230, 202-967-5593.

Special industrial machinery

• **35510—BOLIVIA** — Turnkey citrus fruit processing plant to produce juices, concentrates, marmalades and jams, and animal feed products. U.S. firm must have a Bolivian associate with 10 percent minimum participation. Tender number: T-0003. Bid deadline: Sept. 16. Specifications may be obtained from: CORDECO, Corporacion de Desarrollo de Cochabamba, Casilla 722, Cochabamba, Bolivia. Cable: CORDECO. One copy of specifications expected to be available for viewing in Room 2808, Transportation and Capital Equipment Division, U.S. Department of Commerce, Washington, D.C. 20230, 202-967-5566.

General industrial machinery

• **35600—TURKEY** — One compressor: 7-stage, vertical-cylinder, high pressure, 6000V, 50 HF, approx. 1700 KW asynchronous electric motor. Stages 1-3 to deliver raw CO gas to conversion plant, stages 4-7 to compress 75 percent H_2 and 25 percent N_2 synthesis gas up to 326 ATA pressure. Tender number not specified; bid deadline Sept. 18. Azot Sanayi Tas (Nitrogen Industries Inc.), Genfl Mudurlugu, Ticaret Servisi, Izmir Caddeso 35, Yenisehir-Ankara. Bidding specifications in English may be obtained from Modern Translation Bureau, Karanfil Sokak 36/3, Yenisehir, Ankara, for $25. Checks payable to Modern Translation Bureau should accompany orders.

35613 — GERMANY — Special submersible electrical or compressed air driven pumps for test boreholes. Dia. of pumps cannot exceed 45 mm (1¾ in.) since firm plans to use pumps in narrow 2 in. boreholes. Firm indicates immediate need for 100 pumps & possible agency representation. Reply by fastest means to—Herr W. J. Gilles, Wegena, Maschinenvertriebsges, 433 Muelheim/Ruhr, Friedrichstr. 5. Cable: Wegena, tel: 02133/34715; telex 0856527. Dir. sale for resale & agency.

3569998—MEXICO — Microwave cremating oven, with capacity of 5 to 10 bodies/day. Est. value of sale $40,000, payment in cash. Co. being organized. Ref.—Better Business Bureau in U.S. Sales territory Mexico City & fed. district. Catalogs & price lists requested as soon as possible. Reply to—Sr. Luis De Potestad, Gen. Mgr., Better Business Bureau of Mexico City, Hamburgo No. 10, Desp. 1, Mexico 6, D.F. Tel. 546-4082, 528-9861.

Service industry machines

• **35850 — GERMANY** — The government of West Germany has issued tender #428/01/T-0029 requesting bids on the following ventilation and air conditioning equipment systems for Augsburg General Hospital: Central building: Partial lot 1, basement 1 and 2 (examination and treatment); assembly to start: Spring 1976; cost of documents DM 500; Partial lot 2, main floor, upper floors 1 and 2 (examination and treatment) including special air-conditioning plant for operating room: assembly to start:

Fall 1976; cost of documents: DM 300; Partial lot 3, upper floors 3 and 4, including special air-conditioning plants for high-quality operating rooms, partially with low-turbulence displacement flow, as well as special air-conditioning plants and equipment for environment simulation in air-conditioned intensive treatment units. Also air-conditioning plants for maternity ward, radiology, and isolating wards; assembly to start: Spring 1977; cost of documents: DM 500; Partial lot 4, upper floors 5 through 13, in-patient wards and special floors; assembly to start: mid-1977; cost of documents; DM 300; Lot II, ventilation and air-conditioning systems for services center; assembly to start: mid-1976; cost of documents: DM 500; Lot III, ventilation system for underground garage; assembly to start: Fall 1977; cost of documents: DM 50; Lot V, ventilation systems for energy supply center; assembly to start: Spring 1977; cost of documents: DM 50. Tender forms and project documents may be obtained from Neue Heimat Standtebav Bayern G.m.b. H., Projektgruppe Zentralklinikum Augsburg, 89 Augsburg, Neusaesserstrasse 47. Bid deadline Sept. 24.

Household appliances

36340—GERMANY—Aquarium accessories. Established manufacturer of household aquarium accessories such as heaters, ventilating pumps, and lamps, seeks licensing arrangement with U.S. manufacturer of similar products. Company established in 1952, employs 350, and has annual sales of about $8 million. H. Potthoff, Montanus Potthoff and Co., 565 Solingen 11—Ohliga, Postfach 110606, W. Germany.

3634388—GERMANY—Electric knives; AC 220 volt, 50 cycles. Independent mfrs. selling through group of independent sales agents in EEC with emphasis on France & Germany. Financial ref: Comerzbank AG, 581 Schwelm, Germany. Reply to—H. Walter Boecker, Handelsagentur Fuer Haustechnik, 583 Schwelm, Herdstr. 1. Tel. 10043; telex 8591917.

Communications equipment

• **36610—IRELAND**—Department of Posts and Telegraphs, Contracts Section, Marlborough Street, Dublin 1, has issued Tender No. 3ML/75 for installation and testing of coaxial cable line systems for television. Project financed from central government funds. Bid deadline Sept. 16. Copy of specifications available on short-term loan basis to firms located in U.S. from Science and Electronics Div., BDC-466, Room 1001, U.S. Dept. of Commerce, Washington, D.C. 20230, 202-967-5569.

• **36610 — COLOMBIA** — The Empresa de Telefonos de Bogota Carrera 7 No. 20-37, Of. 902, Bogota, D.E., has issued tender No. 025/75 for a semielectronic telephone exchange. Bid deadline Sept. 15. Copy of specifications available from above address for $320.

• **36610 — SINGAPORE** — Aloysius Pillai, Mgr. Purchasing Lines and Switching Dept., Telecommunication Authority of Singapore, 4th Floor, Plaza Singapore, 68 Orchard Rd., Singapore 9, has issued tender No. PT/80/75 (X), PT/81/75 (X), PT/83/75 (X), PT/84/75 (X) for telephone cables of various sizes. Bid deadline Oct. 10. Copy of specifications available on a short-term loan basis to firms located in the U.S. from the Science and Electronics Div., Bureau of Domestic Commerce, Room 1001, U.S. Dept. of Commerce, Washington, D.C. 20230, (202-967-5569).

• **36620—ALGERIA**—The Bureau d'Equipement, ENEMA, 1, Avenue de l'Independence, Algiers, has issued tender No. 18-75 for the supply of equipment for three meteorological radar stations. Bid deadline Oct. 16. Correspondence in French. Tender documents available on a short term loan basis to firms located in the U.S. from the Science & Electronics Div., Bureau of Domestic Commerce, Rm. 1001, U.S. Dept. of Commerce, Washington, D.C. 20230, (202-967-5569).

• **36620—EGYPT**—The Kamal Kasseify, 17 Salah Salem St., Alexandria, is seeking bids for the supply of transmitter, receiver and autoalarm system. This order is for General Petroleum Co., Cairo. Copy of specifications available on a short term loan basis to firms located in the U.S. from the Science and Electronics Div., Bureau of Domestic Commerce, Room 1001, U.S. Dept. of Commerce, Washington, D.C. 20230, (202-967-5569).

• **36620 — IRAN** — The Iranian State Railways, Tehran, Iran, has issued tender No. 820/54 for 3 SSB receivers. Bid deadline Sept. 13. Copy of specifications available on a short term loan basis to firms located in the U.S. from the Science and Electronics Div., Bureau of Domestic Commerce, Room 1001, U.S. Dept. of Commerce, Washington, D.C. 20230, (202-967-5569).

• **36620—TURKEY**—TRT Kurumu Genel Mudurlugu, Genel Evrak Mudurlugu, Nevzat Tandogan Caddesi, No. 2, Kavaklidere, Ankara, Turkey (Turkish Radio-Television Association) is seeking bids for nine VHF/FM broadcast transmitters with accessories. Bid deadline Oct. 13, at 2 p.m. local time. Bidding specifications in English available from Modern Translation Bureau, Karanfil Sokak 36/3, Yenisehir, Ankara, for $25.

• **36620 — TURKEY** — The TRT Kurumu Genel Mudurlugu, Genel Evrak Mudurlugu, Nevzat Tandogan Caddessi, No. 2, Kavaklidere-Ankara, Turkey is seeking bids for 30 sets UHF-R-5 equipment; fully transistorized duplex UHF radio-telephone equipment. Bid deadline Sept. 17. Bidding specifications in English available from Modern Translation Bureau, Yenisehir, Ankara, for $17.

Railroad equipment

• **37400—BOLIVIA**—The following tenders are being issued by Empresa Nacional De Ferrocarriles "EMF" (National Railroad Company) for railroad material and equipment. Various tools and equipment for track maintenance; Inspection and gang trolleys; Machineries and equipment for maintenance shops. Bid deadline Sept. 1 at 6 p.m. Three hundred freight wagons; Five passenger coaches; One weed sprayer car; Tools for maintenance shops. Deadline Sept. 15 at 6 p.m. Metalic bridges; Telecommunications equipment; Machineries and equipment for locomotives maintenance shops. Bid deadline Oct. 1, at 6 p.m. Tender documents available from Strategic Industrial Products Sales Group, Room 2317, U.S. Department of Commerce, Washington, D.C. 20230. Attn: John T. Hardisty, (202-967-4523).

• **37430—SOUTH AFRICA**—South African Railways invites firms to bid for the supply of Class 8E electric shunting locomotives. Tender No. 1020 71076. Bid deadline Dec. 12. Tender documents available from the Chief Stores Superintendent, Rm. 3, Melhof, 2 Melle St., Braamfontein, Johannesburg, against payment of a deposit of R50 ($70) per set and R50 per additional set. Drawings may be purchased for R100 ($140) per set, which is not refundable. The Administration does not bind itself to accept the lowest or any tender.

Engineering, laboratory, scientific, research instruments

• **38110—IRAQ**—The Foreign Purchasing Committee, Directorate General of Medical Supplies, P.O. Box 2108, Baghdad, has issued tender No. 20/75 for the supply of miscellaneous electro-lab apparatus. Bid deadline Oct. 1. Copy of specifications available on a short-term loan basis to firms located in the U.S. from the Science and Electronics Div., Bureau of Domestic Commerce, Room 1001, U.S. Dept. of Commerce, Washington, D.C. 20230, (202-967-5569).

Measuring & controlling devices

• **38230—ECUADOR**—The Departmento de Limnologia y Piscicultura, Instituto Nacional de Pesca, P.O. Box 5918, Guayaquil, is seeking bids for river and pond water quality control instruments valued at approximately $20,000.

38230 — 38243 — GERMANY — Flowmeters used for measuring beer barrels; Potentiometers for liquids; counting devices for fluidics. Quantity: 5,000 potentiometers p.a.; others not known. Quote c.i.f. European port. Requires digital readout devices which can be installed in bars, restaurants, etc., & which monitor amount of beer or soft drinks remaining in kegs or similar containers. Reply by fastest means to—Herr Ball, EMG Gesellschaft F. Elektronishc—Mechanische Messgeraete, 407 Rheydt, Dahlemerstr 147. Tel. 34407.

• **38250—SOUTH AFRICA**—The Railway Tender Board, Room 5, Melhoff Braamfontein 2001, TVL, has issued tender No. 1059/71295 for the supply and installation of one set of instrumentation for rail testing. Bid deadline Oct. 17. Copy of specifications available from the above address.

• **38250 — PARAGUAY** — Division de Adquisiciones, Ande Departmento de Licitaciones, Calle Padre Cardozo 355, Asuncion, has issued Tender No. 113/75 for 6000 A.C. watt-hour meters, single phase. Bid deadline Sept. 9. Specifications may be purchased from above address for $20.

• **38250—THAILAND**—Electricity Generating Authority of Thailand, Nonthaburi, has issued Tender No. B008 for supply of communication test equipment: one signal generator, one white hoise test set, one MPX noise loading test set, one spectrum analyzer RF power amplifier and one microwave test set. Bid deadline Oct. 2. Project financed by ADB General Fund Loan. Tender forms and specifications available from above address for $25 per one set of two copies.

• **38290—SOUTH AFRICA**— South African Railways & Harbours invites firms to bid for the supply of instrumentation for ultrasonic rail testing coach. Tender No. 1050 71295. Bid deadline Oct. 17. Tender forms available from the Chief Stores Superintendent, S.A.R., P.O. Box 8617, Johannesburg, 2000.

Surgical, medical, dental instruments

• **38410—BOLIVIA**—The Caja Nacional de Seguridad Social Casilla 697, La Paz, is seeking bids for all types of ophthalmic instruments and apparatus. Bid deadline Oct. 6, at 6 p.m. Copy of specifications available from above address or on a short-term loan basis to firms located in the U.S. from the Science and Electronics Div., Room 1001, U.S. Dept. of Commerce, Washington, D.C. 20230, (202-967-5569).

3841091 — 36462 — SWITZERLAND — Laminar air flow lights for operating rooms. Reputable, medium-sized importer/distributor for medical equip. Employs 30. Bank ref: Union Bank of Switz., 5401 Baden, Switz. Sales territory: Switzerland. Reply as soon as possible to Mr. Nieberle, Ing. Ruegge AG, Austrasse 19, 5430 Wettingen. Cable Rueggemend; tel. 056/26 11 13; telex 56 251.

38423, 38424 — GERMANY — Eye & face

protection devices, if possible newly-developed products; protective clothing for industrial workers, firemen & rescue teams; protective shoes. Wishes to import heat-resistant & flame-retardant clothing, and clothing resistant to liquid metals & acids, if possible newly-developed products. Excellent sales ability & financially sound. Sells in Fed. Rep., EEC & other Europe. Reply by fastest means to—Herr H. Fisher, Jr., Mgr., CA Fischer KG, 58 Hagen, Humboldtstrasse 7; Postfach 1040. Tel: 21031. Dir. sale for resale and rep.

Photographic equipment, supplies

38610 — SURINAM — Local architect/engineering firm has been asked by Government of Surinam to design new archives bldg. in Paramaribo. Wants information on latest innovations in filing and microfilming and names of U.S. suppliers of relevant equipment. Interested in fire-proofing and tropicalizing techniques. For further information contact W. Lie Wah Hing, Overeemstraat 22, Paramaribo.

Pens, pencils, office, artists' materials

• **39550 — ETHIOPIA** — The Ethiopian Import-Export Corp., P.O. Box 1897 (Telex 21041), Addis Ababa, is seeking bids for 5,000 dozen ribbons for typewriter, cotton black and red, 13 mm., duplicating inks, fountain pen ink, colored pencils, fountain pens, marking pens, sealing wax, stamp pads, pencil sharpeners, numbering machine, etc. This is a State Trading Corp. acting as the government's purchasing and distributing agency. Copy of specifications available on a short-term loan basis to firms located in the U.S. from the Science and Electronics Div., Room 1001, U.S. Dept. of Commerce, Washington, D.C. 20230, (202-967-5569).

Miscellaneous manufacturing industries

3999998 — JAPAN — Tags for identifying cattle. Easy handling & most up-to-date design desired. LAFC, founded 1961 with paid-in capital of 15 million yen, is exclusive importer, breeder & seller of Angus stock; introduced American Angus to Japan. Employs 10; annual sales last year amounted to 35 million yen. Fixed assets are 6 billion yen. Livestock equip. div. represents one of domestic fence mfrs. in Hokkaido & plans market aforementioned item throughout Japan. Requests samples any other available information as soon as possible: Reply to—Mr. Kenichiro Miyakita, Mng. Dir., Lilac Angus Farms Co., 518, Wattsu, Hiroshima-Cho, Sapporo-Gun, Hokkaido 061-12. Tel. 011 376 2430. Dir. sale & distr.

Construction materials

50390 — MEXICO — Oklahoma-type sand. Firm operates grey iron and malleable iron foundries. Seeking steady supplier of "Oklahoma"-type sand, unwashed, containing natural clay for use in foundry producing piston rings. Will require minimum of 20 tons/mo. Has immediate need & would appreciate telegraphic response. English acceptable. Cable—Rafael Sanchez Reynoso, Supply Mgr., Autometales S.A., Apdo. Postal 75-350, Mexico City 14, D.F. Tel. 586-0022; telex: 017-724-67.

Scrap materials

50930—TAIWAN—Plastic scraps, p.e. waste goods. Reply to—Mr. Brain Kao, Trade Dept. Mgr., Kwang Hung Plastic Ind. Co., Ltd., 22-61 Lane 258, Kai-Yuan Road, Tainan, Taiwan (700). Tel. 76517.

Motor vehicle dealers, used

55210—SWEDEN—Used cars air-conditioned not older than two years. (Company cannot give estimated value, but intends to buy 100 cars). Established this year, therefore company has not established bank contact, but intends to buy the cars on a cash basis in advance (letter of credit). Reply to—Mrs. Christina Roslind, Agenturfirman Marisa, Skeppsbron 5-6, S-211 21 Goteborg. Tel. 031/11 16 21.

Antique, secondhand stores

5931XXX—SIERRA LEONE—Used men's shirts, underwear, & trousers. Textile "seconds" of cotton, polyester blends, plain, prints, sold by pound. Importer/distr./retailer in Sierra Leone, employing 15, with annual sales $250,000. Handles textiles, clothing, general provisions & other items. Not now buying from U.S. Reply to—Ibraham M. K. Gindi, Pres., I. M. K. Gindi & Sons, P.O. Box 176, Bo, Sierra Leone. Cable Gindi Bo; phone 488.

Motion pictures

78140 — AUSTRALIA — Prerecorded educational video tapes in ¾ in. size, primarily on mathematics which can be used on NTSC or PAL equip. Mr. Len Hill, Sr. Master in Math. Hampton Sr. High School, Morley Drive East, Morley, WA 6062. Tel. 092-795900.

Representations

Foreign private firms are interested in agency agreements and/or distributorships for these products.

Textile goods

2299335—SWEDEN — Non-woven scouring nylon, est. value $100,000. Est. 1899 & has 26 employees. Sales turnover in 1973 amounted to skr. 41,480,000. Share capital skr. 400,000. Works on large scale. To local credit sources, financial standing is sound. Reply to—Ms. L-L Stromgren, Theodrosdis & Co., AB, Box 20067, S-161 20 Bromma 20. Cable: Theodoriab Stockholm; telex: 10141, tel: 08/289490.

Building paper, building board mills

26611—FRANCE—Building paper & board, insulating board—building board, 7/16" or thicker; sound-deadening board, nominal ½" thick; acoustical tile, & lay-in panels; roof insulation board; insulating fiberboard formboard; insulating siding base; insulating board for all other industrial uses. Large company estab. 1933; employs 205; capital 3 million francs. Sales zone: France. Controlled 99.6% by huge Frence co., Isover-St. Gobain.Very good reputation. Reply as soon as possible to Mr. Beauchet-Filleau, Mgr., Mktg. Services, SFIC, 21/23 Rue de la Vanne, 92120 Montrouge. Telex 24206F; phone 657.11.88.

Metalworking machinery

3541868 — ISRAEL — Drill, mill & bore (automatic tool change)—vertical—60 station. Requests cable reply or by telex as per number 32418. Est. since 1947, employs 11 including 5 salesmen. Annual sales volume approx. $3 million. Cable—E. F. Horovitz, Pres., Appliance Merchandising Co., Ltd., 14 Huberman St., P.O.B. 2085, Tel Aviv. Cable Horamcold Tel Aviv; tel. 03-225497.

Tourist agencies

47220—ECUADOR—Travel wholesalers for tour programs of South America or travel agencies interested in South American tours. One of leading travel bureaus and agencies in Guayaquil, owned and operated by U.S. residents in Guayaquil. Write—Mrs. Judith J. Gordon, Mgr., Gordon Tours Cia. Ltda., P.O. Box 5284, Guayaquil. WTDR in prep.

Business services

73920 — ECUADOR — Exclusive agency & representation for aerial-photogrametric services & investment holding companies. Catalogs, prices, agency representation conditions, & related correspondence requested. English correspondence. Mayor (R) Jativa is retired army officer who specialized in photogrammetry who worked for many years with Inter-American Geodetic Survey & U.S. Army Map Service. Contact— Mayor (R) Arturo Jativa Montoya, Gerente, Casilla 3685, Quito. Tel. 237953. Co. Ref—Air Photo Supply Corp., 158 S. Station, Yonkers, N.Y.

Motion picture production, distribution

78130 — FIJI — Firm wishes to distribute feature-length English language motion pictures. Currently owns one movie theater & is involved in many other business activities, including hotel ownership-management. Estimates first year could handle 12 films. Initially Fiji only, but would attempt to expand to other Pacific islands. Made for TV films acceptable since Fiji has no TV and these films are commonly shown as features in local theaters. Especially interested in contact with smaller producer-distributors since several large firms already represented in Fiji. Reply by airmail to—Sam Jaduram, Mgr. J. N. Jaduram, Ltd., P.O. Box 7, Labasa, Fiji. Phone Labasa 654; cable Jadaramko.

Netherlands Seeks Water, Air Pollution Equipment

Trade opportunities exist in the Netherlands for U.S. manufacturers and suppliers of water and air pollution control equipment. Equipment needed includes dust collection equipment; wet scrubbers; gas emission control devices; water softeners; industrial sewage purification equipment; catalytic, thermal and flame incinerators (devices employing heat to remove, correct, or destroy combustible air contaminants); water purification equipment; filters and strainers. For a list of firms and their needs contact U.S. Dept. of Commerce, BIC-267/TOP, Washington, D.C. 20230; telephone 202-967-4674.

India Designates Importer Of Steel Mill Products

Under India's Import Trade Control Policy for 1975-76, SAIL International Ltd., a subsidiary of the Steel Authority of India, has been designated exclusive agency for importing the following steel items: mild, medium and high carbon steel (other than stainless steel) wire rods in coils; electrical steel sheets and strips; mild and special steel sheets, strips and skelp; galvanized strips in coils; mild steel and special steel plates; shipbuilding quality M.S. sections; prime tin plates; and tin-free steel.

SAIL will import these items through issuance of limited tenders. American companies wishing to receive such tender notifications should register with the Marketing Manager, SAIL International Ltd., 10th Floor, Hindustan Times House, 18-20 Kasturba Gaudhi Marg, New Delhi 110001, by sending the following information: name and address of producer; range of products (including copies of categories, etc.); annual production capacities; export performance with particular reference to sales to India; and details of agents, if any, in India.

Future Construction Abroad

DOMINICAN REPUBLIC—Contractors interested in prequalifying for construction of a **terminal building** for the new international airport (at La Union in the province of Puerto Plata, 14 KM. east of the city of Puerto Plata), as well as ramps, apron, and related support installations may obtain questionnaires from Lic. Francisco J. Cruz, Banco Central de la Republica Dominicana, Departmento Infratur, Santo Domingo, Republica Dominicana or from Stanley Consultants, Inc., Stanley Building, Muscatine, Iowa 52761. Completed forms should be sent to: Banco Central de la Republica Dominicana, Atencion: Departmento Infratur-Concurso, Precalificacion Aeropuerto, Santo Domingo. Deadline is Aug. 29. These contracts are part of the north coast tourism project which is being financed in part by a $21 million loan from the World Bank. The first stage of the airport project has been valued at $6.8 million. OPIC.

UNITED ARAB EMIRATES — A list of major projects in the United Arab Emirates compiled by the American Embassy, Abu Dhabi, is available from the Dept. of Commerce, Trade Opportunities Program, Rm. 2321, Washington, D.C. 20230, 202-967-2251.

JAMAICA—A study was done by the Water Resources Div., Ministry of Mining and Natural Resources, Kingston, for **proposed dam at Rosemount Hill** on the Wag Water River. The dam would create a reservoir covering 770 acres with a storage capacity of 64,000 ft. or approx. the potential to supply 50 million imperial gals. a day. It would have 40 times the capacity of the Hermitage Dam (350 million gals.) and be much cheaper than boring through the hill into Portland. Project would involve relocation of 4.1 miles of the Junction Road and 95 buildings in the Temple Hall community, and submerging of 41 acres of cultivated land. Construction of the dam may be done in two stages. OPIC.

PHILIPPINES—The Pulangui River Irrigation Project will increase rice production and accelerate economic development in Valencia Plain in Mindanao through provision of assured irrigation water from Pulangui River and related agricultural development activities over an area of 11,560 hectares. Main components are construction of diversion dam, distribution system, drainage lines, service roads, and establishment of two pilot farms. Also includes technical assistance covering preparation of feasibility studies of four high priority irrigation projects in Mindanao. Total cost of project $23.9 million, with $9.7 million in foreign exchange currency cost and $14.2 million local currency costs. Financing by an Asian Development Bank loan for $13.6 million and Philippines. Estimated date of completion is Sept. 30, 1979. Implementing Agency: National Irrigation Administration, APC Bldg., Elliptical Rd., Diliman, Quezon City. OPIC.

ECUADOR—Engineer Jose Arce, Manager, Empresa Municipal de Agua Potable de Guayaquil, Clemente Ballen 211, Guayaquil, (municipal gov't agency in charge of supply of potable water to Guayaquil and environs) announced following plans and current status of **proposed expansion of potable water system** in this area. Loans of $23.2 million by World Bank and $19 million by Government of Eucador have been granted. Installation of planned water pipelines will be completed within three years. Such pipelines will provide potable water not only to Guayaquil but also to Eloy Alfaro (Duran), east on the opposite bank of the Guayas River, to Daule, which is in Daule county to the north, to Playas in the southwest, Santa Elena, La Libertad and Ballenita, west in Santa Elena Peninsula. Planned pipeline networks will meet normal needs for potable water by these sectors until year 2000. In Urdesa, an exclusive residential section of Guayaquil, deteriorated pipes will be replaced. The pipeline to serve the city of Daule will be 20 kilometers long, and water intakes and meters will be installed throughout the city.

The Overseas Private Investment Corp. (OPIC) offers political risk insurance to U.S. construction firms planning to submit bids on projects in certain developing countries, identified by the "OPIC" notation at the end of some items. For further information on OPIC's construction insurance program, write Information Officer, Overseas Private Investment Corp., Washington, D.C. 20527. Tel: 202-632-1854.

THAILAND — A new hospital center for northern Thailand will be built in Lampang Province. It will be a seven-story general hospital with complete facilities. Total budget is estimated at $3.3 million, which will be allocated out of government budget. Expected that construction can begin later this year. U.S. manufacturers and/or exporters of hospital and medical equipment and supplies may write to: Dr. Phisut Uttamoj, Dir., Chiang Mai Hospital, c/o Ministry of Public Health, Samsen Rd., Theves, Bangkok. OPIC.

JAMAICA—Construction of a U.S.$16 million **abattoir and meat packing plant** is to begin in November at Amity Hall, St. Catherine. Business will be run by a wholly-owned Government of Jamaica subsidiary co., Jamaica National Meat Enterprises Ltd., and will be initially managed under the Jamaica Industrial Development Corp. At peak production plant will be able to process 200 cattle, 300 pigs and 50 sheep and goats on a daily eight-hour shift. Expected to employ about 300 people. Preliminary designs have been completed and detailed designs partially completed. U.S. suppliers of meat processing equipment should contact: Fred Anderson, Agro-Industry Dept., Jamaica Industrial Development Corp., 4 Winchester Rd., Kingston 10. OPIC.

ARGENTINA—Agua y Energia Electrica—A y EE (State-owned power co.) plans to construct a **hydroelectric power plant** on the Neuquen River, about 143 Kms. northwest of Neuquen, upstream from the "Planicie Banderita" power station (which is part of the Chocon-Cerros Colorados complex). "El Chihuido" will have an installed capacity of 1,180 MW designed to generate 2,900 GWh per annum. Four Francis-type turbines will be installed. Total cost is approx. $355 million. "El Chihuido" is still at design stage. Estimated that design work will be completed by 1976, and civil works will begin in 1977. Tentatively, first group of turbo-generators would begin functioning by 1981. Imported components will be: valves, turbines, regulators, accessories, diffuser gate, etc.; generators and accessories; transformers and accessories; complementary installations (electrical & mechanical). Interested firms may contact A y EE at Departmento de Estudios y Proyectos, Agua y Energia Electrica, Lavalle 1554, 4° Piso, Of. 405, Buenos Aires.

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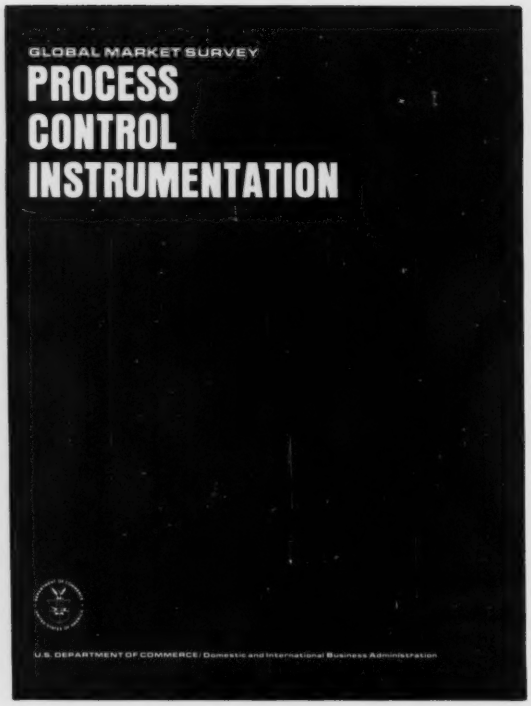
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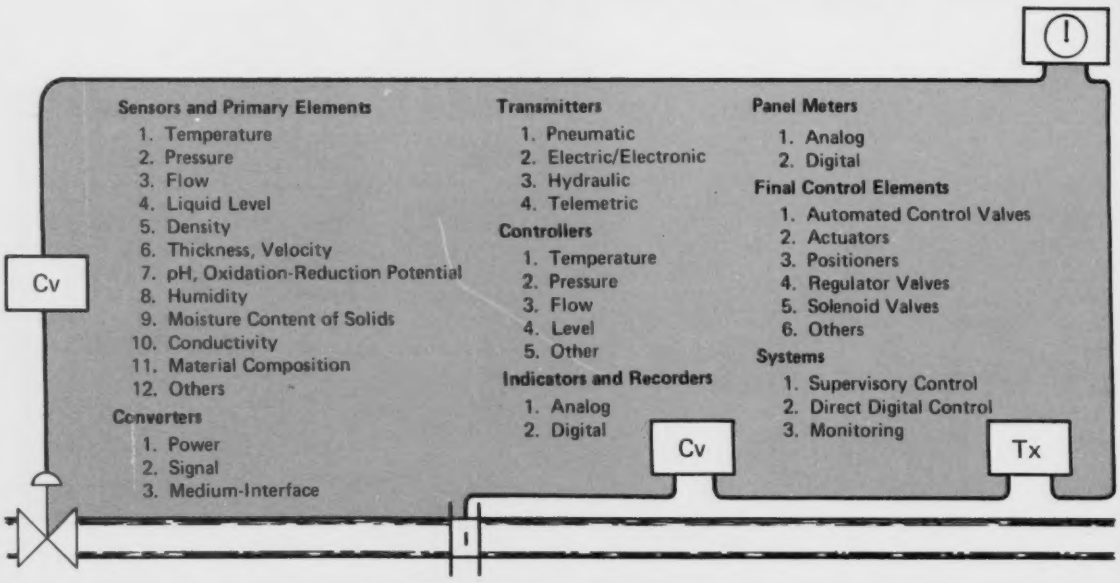

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